Trade and Industry

INCORPORATING THE BOARD OF TRADE JOURNAL
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Front cover photograph

This charming 18th century country mansion is actually part of a mill owned by one of Britain's foremost manufacturers and exporters of cashmere and other luxury fibres. Founded in 1798, the world-famous Scottish cloth manufacturers, Johnstons of Elgin Ltd., are renowned particularly for their production of fabrics made from the rarer fibres. Johnstons have always been strong in the export field and started selling to the West Indies as long ago as 1846. Today, more than half the Elgin mill's output is sold abroad directly and of the remainder it is estimated that three-quarters is exported through merchants and others, i.e., a total of about 85 per cent finds its way overseas. The leading markets are Europe, the Far East and the United States but there is no corner of the world which does not receive, directly or indirectly, some of Johnstons products. From very small beginnings, they have slowly but steadily expanded both plant and personnel; today they employ just under 300 people.

LATE ANNOUNCEMENT

Applications for investment grant

THE Department of Trade and Industry has announced that applications for investment grant on eligible expenditure incurred (a) during the quarter April 1 to June 30, 1970, will be accepted by investment grants offices on and after January 1, 1971, and (b) during the period July 1, 1970, to October 26, 1970, will be accepted by investment grants offices on and after April 1, 1971.

Payment of grant on applications relating to expenditure incurred during the quarter January 1 to March 31, 1970, will begin on January 1, 1971.

Later announcements will be made regarding the acceptance of applications in respect of expenditure incurred after October 26, 1970. As announced in the White Paper on Investment Incentives (Cmnd 4516) 'the Government's policy will be not to pay grant in respect of expenditure incurred on or after October 27, 1970, unless the applicant satisfies the Secretary of State for Trade and Industry that it consists of a sum payable to another person under a contract made with him on or before October 26, 1970,... Appropriate legislation will be introduced in due course.

'In other respects the Government will, as far as possible in the remaining life of the scheme, avoid making changes on the policy and practice under which the grants are at present being made.'

Subject to this legislation, it is the Department's intention, where they are satisfied that expenditure was incurred after October 26, 1970, in accordance with the transitional arrangements relating to contracts described in the White Paper, to consider applications for grant in respect of such expenditure, as far as possible, in accordance with the policies and practices described in the booklet *Investment Grants – a Guide for Industry*.

The addresses of the offices are: Department of Trade and Industry, Investment Grants Office, Colman House, Victoria Avenue, **Southend-on-Sea,** Essex, SS2 6DU. Tel. (0702) 41341 and 41362. Telex 99288; St. Peter's House, Stanley Precinct, **Bootle,** Lancs. L20 3LZ. Tel. 051-922 4030. Telex 627162; 24/26 Newport Road, **Cardiff,** CF2 1SY. Tel. (0222) 42611. Telex 49538; Queensway House, West Precinct, Town Centre, **Billingham, Teesside,** TS23 2NF. Tel. (0642) 553671. Telex 58608; Magnet House, Waterloo Street, **Glasgow,** C2. Tel. 041-221 9833. Telex 77611.

Index to Statistics published regularly in TRADE and INDUSTRY incorporating the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months

All dates before October 21, 1970, refer to articles in the *Board of Trade Journal*

Title	*Last Published*
Air Transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	18 Nov. 1970
Air miss reports (A)	1 April 1970
Mileage and traffic (A)	29 April 1970
Trade by air (6-M)	30 Sept. 1970
Balance of payments:	
Civil aviation (Q)	28 Oct. 1970
Trends in invisible transactions (Q)	23 Sept. 1970
UK balance of payments (Q)	9 Sept. 1970
Bankruptcy orders (Q)	28 Oct. 1970
Business names registered (A)	8 April 1970
Capital expenditure:	
Distributive and services trades (A)	12 Aug. 1970
Industry's capital expenditure (Q)	14 Oct. 1970
Industry's investment intentions (3 times a year)	14 Oct. 1970
Catering trades turnover (M)	18 Nov. 1970
Chemicals industry (Q)	11 Nov. 1970
Companies:	
Acquisition and mergers (Q)	19 Aug. 1970
New companies registered:	
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N. Ireland (M)	18 Nov. 1970
Computers:	
UK computer market (Q)	7 Oct. 1970
Construction work overseas (A)	14 Oct. 1970
Credit:	
Instalment credit business (M)	11 Nov. 1970
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ECGD business (Q)	16 Sept. 1970
Electronics capital equipment deliveries, research and development (Q)	28 Oct. 1970
Engineering and electrical goods:	
Production, exports and orders (M)	This week
Film industry:	
British Film Fund Agency returns (M)	14 Oct. 1970
Cinema admissions and takings (M)	This week
Overseas payments and earnings (A)	22 July 1970
Registration of films (A)	4 Mar. 1970
Trends in film going (A)	22 July 1970
Food:	
Consumption levels (A)	5 Aug. 1970
Household consumption (Q)	1 Nov. 1970
Footwear industry orders and deliveries (M)	This week
Foreign trade:	
EFTA trade (Q)	2 Sept. 1970
Industrial countries trade and production (Q)	4 Nov. 1970
World exports of manufactures (A)	30 Sept. 1970
Foreign trade of the UK:	
Direct exports (A)	15 April 1970
Unit value and volume index nos. (M)	11 Nov. 1970
Value of overseas trade (M)	This week
Value of overseas trade: analysis of trends (Q)	4 Nov. 1970
Gold and convertible currency reserves (M)	11 Nov. 1970
Hairdressing trades turnover (M)	18 Nov. 1970
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Assets and liabilities of finance houses (Q)	18 Nov. 1970
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Industrial development certificates refused (A)	22 July 1970
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Machine tools deliveries and orders (Q)	14 Oct. 1970
Man-made fibres:	
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Partnerships registered (A)	8 April 1970
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Royalty transactions (A)	25 Mar. 1970
Shipping:	
Movement at UK ports (M)	This week
Nationality of vessels in UK sea-borne trade (A)	7 Jan. 1970
Stocks:	
Distributive and service trades (A)	12 Aug. 1970
Industry's stocks (Q)	14 Oct. 1970
Retail (M)	18 Nov. 1970
Television:	
Overseas payments and earnings (A)	22 July 1970
Textiles:	
Clothing and textile orders and deliveries (M)	23 Sept. 1970
Cotton production (M)	This week
Hosiery production (M)	18 Nov. 1970
Wholesale houses sales (M)	18 Nov. 1970
Wool exports (Q)	2 Sept. 1970
Wool output (M)	This week
Tourism:	
International tourism (A)	23 Sept. 1970
UK tourist traffic (M)	11 Nov. 1970
Wholesale prices:	
Average prices of selected commodities (A)	23 Feb. 1970
Index nos. (M)	18 Nov. 1970

Department of Trade and Industry Organizations, etc. *Subjects*	*Last Published*
DTI addresses (former BOT offices)	19 Aug. 1970
DTI Regional Directors (Export)	7 Oct. 1970
British Commercial representatives overseas	7 Oct. 1970
Customs notices of interest to exporters	11 Nov. 1970
Directory of DTI (formerly BOT) departments and their work	8 April 1970
ECGD local offices	19 Aug. 1970
Half-yearly index – Jan.-June 1970	19 Aug. 1970
Official receivers' offices	20 May 1970
Programme of trade promotions	4 Nov. 1970

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ADVERTISEMENTS

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TRADE and INDUSTRY *(incorporating the* ***Board of Trade Journal****)* is published weekly by Her Majesty's Stationery Office, price 2s. 0d. (annual subscription £6 18s. 6d. including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn, London, W.C.1; 13a Castle Street, Edinburgh, 2; Brazennose St., Manchester; 258 Broad Street, Birmingham, 2; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 7-11 Linenhall Street, Belfast, 1, or through any bookseller.

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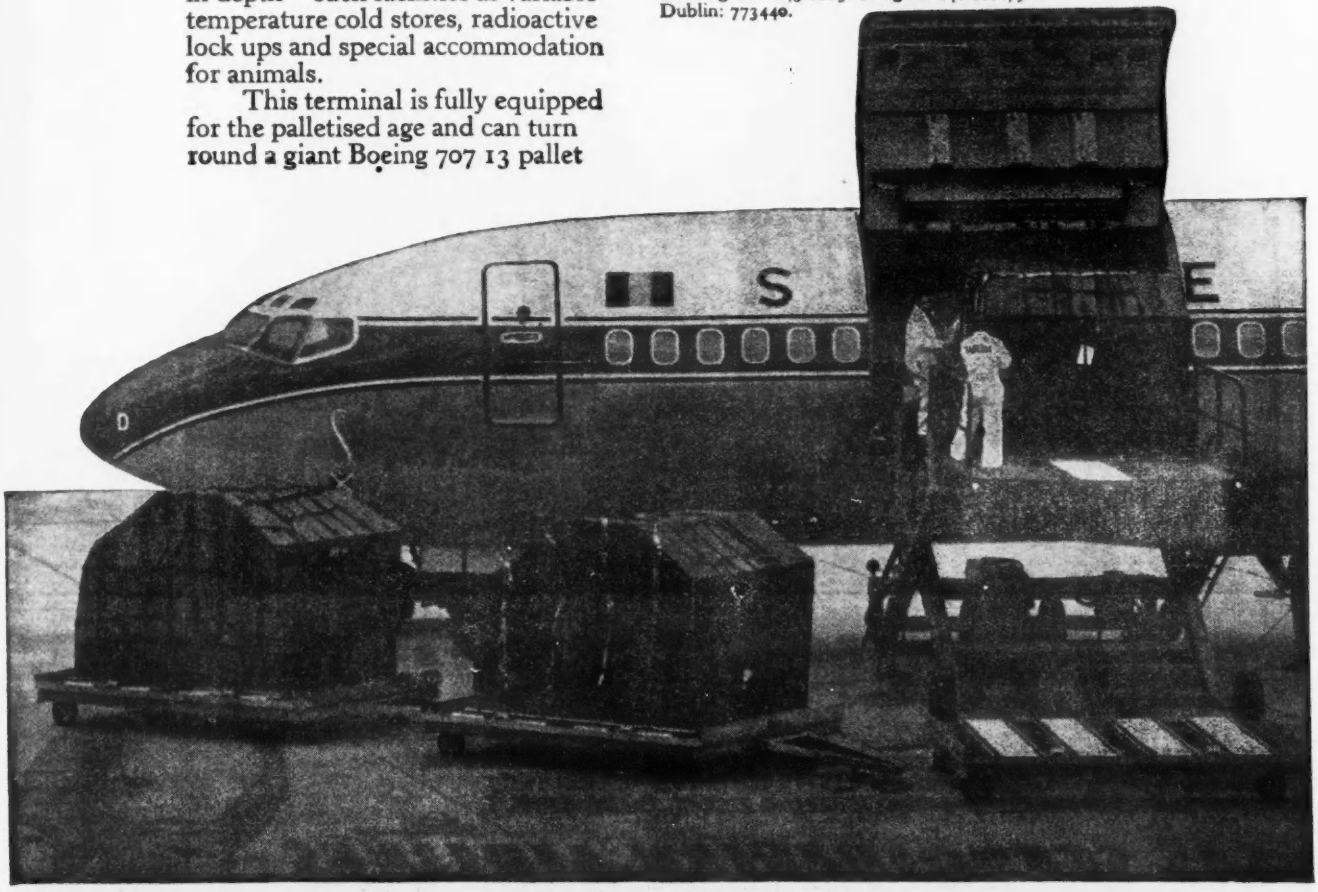

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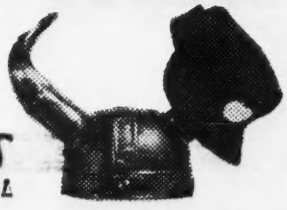

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How the 1971 Retail Census can help industry and retailers

by Martin C. Fessey, director of the Business Statistics Office, Department of Trade and Industry, and chairman of the Institute of Statisticians.

Last week the Business Statistics Office gave 10,000 large retailers advance notice of questions to be asked in the next full Census of Distribution, relating to trade in 1971. From the Census will emerge a comprehensive picture of retailing – Britain's largest industry. It will provide essential information not only for the government and retailers, but also market researchers, wholesalers, manufacturers, property developers and town planners. This article describes what the census will cover, how retailers will be affected and how they may benefit from the information. Some of the many uses of the census results are also explained.

EVERYONE KNOWS that the Government conducts statistical inquiries partly because it needs and uses the results itself. A retail census is no exception. It is important both for its detailed structural breakdown of the retail industry and as a benchmark for short term statistics which show the current situation of the industry and of the economy in general. There is no doubt that statistical series such as the retail sales and hire purchase indices are important in the Government's management of the economy. Based on periodical censuses – such as the 1971 Census of Distribution – short term indicators show which way different sectors of the economy are moving.

A full and detailed picture of the retail and some related service trades in Britain will be obtained from the 1971 Census of Distribution. Although the results will fulfil a Government need they are designed to be important not only to the Government but to as many people as possible. Most of all they can be vital to the retailer who supplies the figures and whose industry is being analysed.

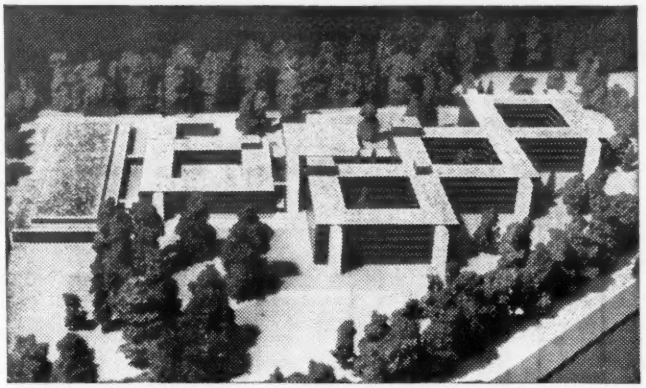
Fastest changing industry

The retail industry is, especially at the moment, the fastest changing industry in Britain. It is important to know exactly how many changes are occurring, how quickly and in which direction and also what the present structure of the industry is like. Whatever the results of the 1971 census show there is no doubt that many changes will have taken place since the last inquiry for 1966. The detailed analysis of their industry will provide retailers with a clear picture of both national and local trends in its various branches. They will be able to compare the many operational aspects of their business with the average on a national, regional, town and even shopping centre level. A retailer must not only mind his own business – he should know just what is going on around him, for competition becomes more intense with every new supermarket that opens.

Market researchers use the detailed analyses of the Census of Distribution report, together with the unpublished special analyses which the Business Statistics Office can furnish from the census data, as one of their principal sources of information when advising manufacturers and advertising agencies. The pattern of retailing which will emerge from the census will also guide town planners and wholesalers. The trends revealed by the census, the short term statistics based on it and the analyses of sales of particular products can influence a manufacturer's decisions concerning production, marketing and distribution.

Detailed preparation

The 1971 retail census will be the third full census taken of the retail and related service trades. Previous ones were held in 1950 and 1961, with sample inquiries in 1957 and 1966. Detailed preparation for the 1971 census began in 1969. In planning the census the Business Statistics Office is advised by a committee which includes representatives of both large and small retailers, manufacturers, accountants, members of university and research units and economists. The scope of the census has been made as broad as possible but at the same time designed to impose the least possible burden on the form filler. Retailers will be asked questions of direct relevance to their particular type of business. Smaller retailers with a turnover of under £10,000 will not be asked for as much information as the larger organizations. In order to facilitate the keeping of records, specimen forms showing exactly what information they will be asked to provide are now being sent to the larger retailers together with a booklet outlining the ways in which they can use the census results. Another important point is that the Business Statistics Office will not be asking for accounting accuracy. Reasonable estimates are acceptable.



The model of the new complex of buildings being built for the Business Statistics Office at Tredegar Park, Newport. It is from here that the retail census will be conducted and processed.

Information will be asked on the following subjects: turnover; purchases; stocks; persons engaged; wages, self service and mail order trading; types of goods sold and sales of individual or groups of commodities; hire purchase and credit sales; book debts; transport costs; capital expenditure; floor space. The information will be published in the final report in the form of tables. Among the many important ratios and analyses which will be derived from the information supplied will be: turnover per square foot of selling area and per employee; wages in relation to turnover; breakdown of sales by different commodities and kind of business; ratio of stocks to turnover; turnover per head of population in selected areas; percentage and gross margin; capital expenditure by size and type of shop. Sales of 57 product categories will be analysed. Both the value and the percentage share of their sales according to the type of retail outlet will be published on a national level in the report.

(*Continued on next page*)

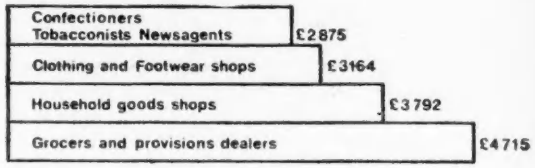
HOW THE 1971 RETAIL CENSUS CAN HELP INDUSTRY, *continued*

EXAMPLES OF CENSUS INFORMATION

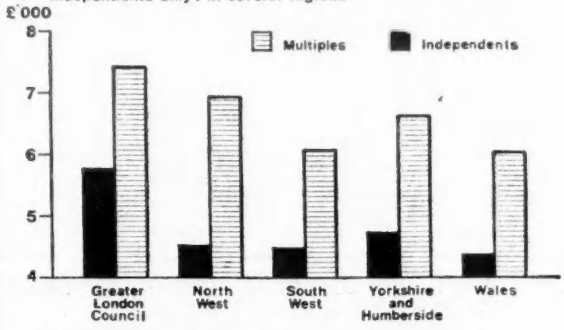
a) A special analysis of independent traders in Wigan, commissioned by a BSO client (Cambridge University)

	Grocers and provisions dealers	Confectioners tobacconists newsagents	Footwear shops	Clothing shops	Radio Electrical goods shops	Hardware, China, Wallpaper, Paint shops
Number of Establishments	233	95	18	158	30	46
Total turnover £'000	2,857	1,310	209	1,783	444	330
Total persons engaged	653	322	74	510	112	103
Wages as % of turnover	4·2	2·7	11·0	10·5	9·7	7·9
Gross margin as % of turnover	14·3	14·4	32·2	30·9	32·7	27·9

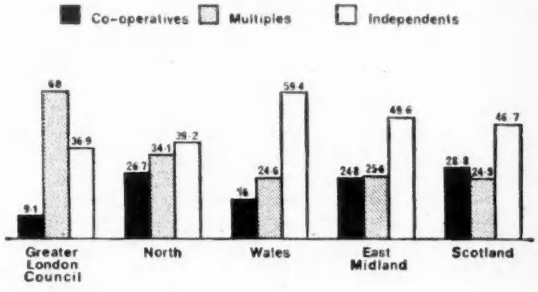
b) Published regional information showing average turnover per employee for different kinds of business in the Yorkshire and Humberside region



c) Average turnover per employee of Grocers (Multiples and Independents only) in several regions



d) Percentage share of trade of Co-operatives, Multiples and Independents in several regions



All the above figures relate to the 1966 Census of Distribution

Uses of the results

For retailers the most important findings of the 1971 Census of Distribution will be the operational ratios which will show them how they stand in relation to other similar retailers. Any business needs to run at a profit to remain solvent, but there are many degrees of profitability in retailing, depending on such factors as type of merchandise sold, location and size of premises. What may seem a good business to one retailer could be a cause for concern to another. The results of the 1971 Census of Distribution will for example show retailers how their gross margin compares with that of similar types of business selling similar goods and how turnover per employee or per square foot compare.

The ratios can pinpoint the strength or weakness of a particular business and what is placing it above or below the average; whether the best possible use is being made of staff and selling space; whether average wages are exceptionally high. The census findings may help a concern see if it is making the best use of its capital by showing how its stock/sales ratios compare with those for similar undertakings. Each standard region of the country and all important towns and cities will be analysed separately by the census, as will the Greater London Council area. Within the larger urban areas shopping centres will be identified and separate figures published for them. Organizations wishing to open a new branch may see which part of the country is likely to prove most profitable. If they have already several outlets the census results will enable each one to be compared separately with the average for the area in which it is located.

By means of the Census of Distribution retailers will also be able to keep a check on the progress of their business. This brings us back to the opening remarks of this article. The census is the basis for the Department of Trade and Industry's monthly, quarterly and annual statistics which show what is happening to total sales, stocks, HP business and capital expenditure. In particular, the monthly figures are given separately for each type of retailer.

Special analyses

No matter how comprehensive may be the tables in a census report there are bound to be many instances where the published information fails to meet the needs of individual users. In cases like this the Business Statistics Office can often prepare special analyses subject to a small charge to cover costs. Although figures showing how many establishments there are, their turnover and the number of persons engaged, may be published for a town and perhaps separately for its one or more shopping centres, a retailer may, for example, want to know something about another part of the town or a different area. Or he may wish to have national or regional figures analysed by more detailed ranges of turnover or according to some other criteria of his own. If it is possible for such data to be compiled then the BSO will try to do it. Retailers can rest fully assured, however, that no information from their own returns is ever disclosed or can be deduced.

Publication of the 1971 Census report

The Business Statistics Office has recently ordered at a cost of £800,000 a powerful new computer, an ICL 1906A, and among its first tasks will be the 1971 Census of Distribution. The BSO is moving in stages from its present site in Eastcote, Middlesex, to

Newport, Monmouthshire. A large complex of buildings, scheduled for completion by the end of 1972 is being built for the office. Special computer and data preparation blocks will be ready by next summer and it is from here that the retail census will be conducted and processed. If retailers returns are received promptly the preliminary results of the census will be published by the end of 1972 and the first volume of the final report by the end of 1973.

The preliminary results will be presented with a commentary on their significance in *Trade and Industry*, accompanied by special articles covering trends and the relevance of the results to certain types of businesses such as supermarkets, large stores, single shops and the service trades.

What retailers will be asked to provide

Included in the census will be all those businesses engaged in retail trade, the repair, maintenance or installation of consumer goods, the hiring out of consumer goods, hairdressing, laundering or dry cleaning, pawnbroking, check trading and the relaying of sound or television broadcasts. Some 400,000 firms will be asked to make returns covering about 600,000 establishments in the field of retailing and related services.

Most firms will be asked to give some general information about their business such as whether they operate a sub-post office; whether they operate mainly as credit traders calling on customers for orders; whether they are members of a retailers' buying group or a wholesaler-sponsored voluntary group or chain; whether they purchase goods from a cash and carry warehouse or whether they give trading stamps. Questions will also be asked on self-service trading, and the selling of goods by mail order.

In addition, the following information will be required:—

(a) From traders with a total turnover of less than £10,000 in 1971:
- (i) Total turnover
- (ii) Total purchases
- (iii) Number of persons working in the business
- (iv) An indication of the kind of goods sold (by means of a 'ticking' list)

(b) From traders with a total turnover of £10,000 or more in 1971:
- (v) Items (i) to (iv) above, plus
- (vi) Wages and salaries paid
- (vii) Stocks of goods for sale or processing at the beginning and at the end of the year
- (viii) Capital expenditure on land and buildings, on vehicles and on plant, machinery and other capital equipment.
- (ix) Sales on hire purchase and other instalment credit terms
- (x) Book debts at the end of the year
- (xi) An analysis of turnover by specified classes of goods sold and services provided
- (xii) Certain costs of operating the trader's own goods, vehicles and other transport costs.
- (xiii) Selling space

Where it is not possible to give exact figures in the detail required, reasonable estimates will suffice and are preferable to bracketed figures which are very difficult to deal with when compiling the results.

Forms for completion will be sent to retailers in January 1972. Specimen copies have already been sent to the larger traders, including co-operative societies which are known to us, and to trade associations. Other traders, mainly the smaller retailers, will receive advance notification during the second half of 1971 after we have received lists of shops compiled for us during the census of population.

'Industries of special importance with special problems'

—Mr. John Davies

THE GOVERNMENT'S policy of disengaging from those affairs of industry which are 'best left to those directly concerned' were outlined by Mr. John Davies, Secretary of State for Trade and Industry, at the dinner of the Conference of the Electronics Industry, in London on November 19.

Mr. Davies said that he was nevertheless 'conscious that there are industries of special importance with special problems. Take the case of Rolls-Royce. Here is a company with a magnificent record and a justified world wide reputation. It has come nearly to grief in bringing to perfection one of the most complicated pieces of engineering development undertaken in the world today. It has a fundamental part to play if Europe is to maintain anything like a self-contained aerospace industry for the future. A crucial factor too is the great importance of Rolls-Royce to our defence effort, and particularly its vital role in keeping the RAF flying.

'To try and pretend that it's just like any other company is laughable to the point of the ridiculous. And yet believe me the government was not prepared to bail it out willy-nilly unless it could show that it could get over its present difficulties: that it could get over the hump of its formidable technical problems: that it could with a large helping-hand at the moment get through to a profitable future.

'So we decided to keep going launching aid on the same basis as the previous government had agreed to, despite the fact that the development costs were estimated to increase from £75 million to £135 million. This certainly meant the Government adding £42 million to its previous stake of £47 million but it also meant that private backers were prepared to put up a further £18 million. Moreover, the arrangement is one where the government's stake is to be redeemed by a levy on each engine sold and if production losses should accrue then they will be for the shareholders to meet – not the government. The alternative would certainly have been to wave good-bye to the original launching aid of £47 million not to speak of the consequences to the vast civil and military programme for which Rolls-Royce is responsible.

Mr. Davies continued that he had no doubt at all about the national importance of the electronics industry in the United Kingdom. Furthermore, he realized that the electronics industry had serious problems stemming from the rapid advance of the technology leading to the need for substantial investment in extensive R & D and in the replacement of plant. Production and marketing expenses were a high proportion of your unit costs. 'International competition was fierce in many areas, and was affected by the large scale support which the United States Government in particular continued to provide for its electronics industry through large defence and aerospace programmes. Market forces alone might not always produce acceptable solutions; if, for example, the result were to be the complete domination of a key area of technology by foreign companies.

'We have begun to realize that the United Kingdom just can't do everything' said Mr. Davies, 'even on a continental scale – and particularly that there are many many activities which we can certainly not sustain on the basis of our present national and international market structure – hence our bid for the EEC.

'But in your fields of work there are developments which are of the texture of the future. Amongst such is certainly the whole field of micro-electronics and it is a field faced with quite formidable problems – problems of competition from sources with access to R & D support quite out-distancing our capacity with markets of vastly greater size and using production and assembly systems geared to low labour costs; problems also of dependence – upon customers still moving too slowly, and perhaps too cautiously in their adoption of new technological dimensions.

The computer industry

'We have in Britain a flourishing computer manufacturing industry and substantial software competence, and within these we have powerful British owned and controlled elements. It is an industry which has much to contribute to British industry generally and to the development of a strong European capability in this highly important area of technology.

'I was very glad to see the announcement a few days ago that International Computers are to co-operate with the Control Data Corporation of United States and with CII of France – a collaboration which should further strengthen this important sector of our electronics industry.'

Wage cost inflation the most immediate economic problem

—Sir John Eden

'THE GOVERNMENT regard the current wage cost inflation as the most immediate economic problem and it is a primary objective of our economic policy at the present time progressively to bring down the level of wage settlements to more realistic levels,' said Sir John Eden, Minister for Industry, Department of Trade and Industry, in a speech to the Institute of Gas Engineers in London on November 17.

Sir John said that over recent months earnings had been increasing six times faster than production. A faster rate of economic growth and a more rapid advance in real living standards was expected, but inflationary money wage increases at the present levels would not help to bring this about. The price rises which would inevitably follow money wage increases so far in excess of the growth of productivity would put at risk our balance of payments and reduce the prospects for growth and real improvements in the standard of living. This was why the Government believed there was an urgent need to reduce the level of wage settlements to more realistic level. The Government did not believe the re-introduction of a mechanistic statutory prices and incomes policy with 'norms' and 'criteria' would be successful . . . the major responsibility must rest on those who negotiated pay increases – especially on employers.

'A number of meetings have been held with employers in the public and private sectors and with the TUC to impress on them all the need to reduce the level of wage settlements,' said Sir John. 'The Government have indicated to employers that fair and reasonable offers should be made but, once made, they should not be raised under the pressure of strikes or threat of strikes. In its own capacity as an employer, while not discriminating against the employees, the Government intends to act in accordance with those principles.'

First European management symposium

THE EUROPEAN Common Market will be the major pre-occupation of the First European Management Symposium which is to be held in Davos, Switzerland, from January 24 to February 7, 1971. Among the speakers at the two-week meeting, attended by some 500 leading British and European businessmen, are the former EEC President, Monsieur Jean Rey, and economist and political lecturer, Barbara Ward.

Sponsored by the Centre d'Etudes Industrielles (CEI) in collaboration with the University of Geneva, the symposium's objectives are to consider the technological, political, economic and social integration of Europe and prepare industrialists, financiers and businessmen for these changes.

Travel arrangements for the symposium, which is expected to become an annual event, are being handled by the Groups and Conferences Division of American Express, 6 Haymarket, London, S.W.1.

Mr. John Davies, Secretary of State for Trade and Industry, at the opening of BNEC's Californian conference in London. *(See page 239 of last week's* Trade and Industry.*)*

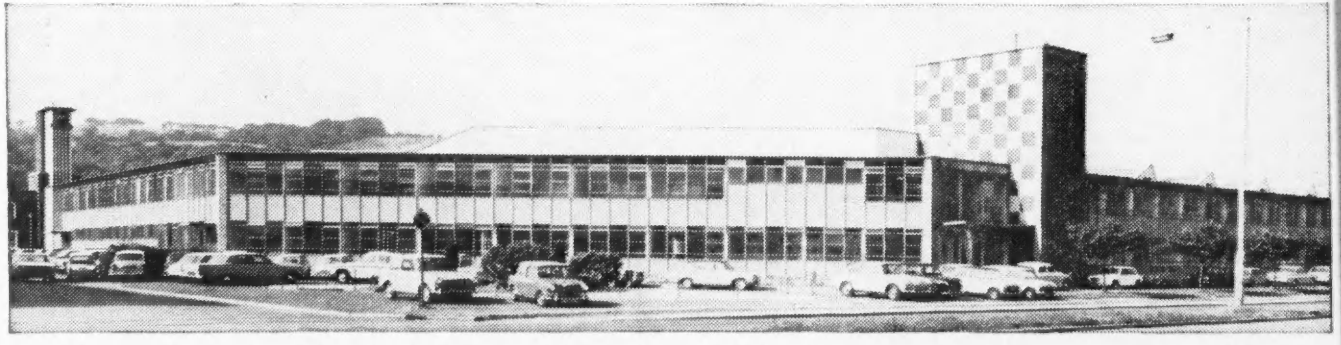
Mr. Grant on the economic contribution of small firms

THE CONTRIBUTION made by small firms to the national economy was recognized by Mr. Anthony Grant, Parliamentary Under-Secretary of State, Department of Trade and Industry, in a speech to the Croydon Business Advisory Group on November 19.

'Exports worth £3,500 million a year are made by firms outside the biggest category. Moreover, mere size is no guarantee of efficiency; size accompanied by a rigid management structure can in fact be a serious drawback. Indeed in certain manufacturing fields, particularly where products are specialized, only small firms may have sufficient management flexibility to exploit the market potential fully; this is true in fields as diverse as light engineering and clothing.

'In many cases, behind the large leading exporters and manufacturers are small firms supplying components and services, without which the larger firm could not function efficiently. Small firms are important in creating competition; it is indeed surprising how a small firm entering a market apparently dominated by giants can rapidly capture a share.

'We know comparatively little about the process of innovation but it is clear that the small firm has an important role in this respect. Some of the striking achievements of modern technology are to the credit of small firms: transistors, xerography and tape recording for instance. One must also make special mention of the small firm in relation to the services sector where small firms have demonstrated their efficiency and their ability to adapt quickly and effectively to changing circumstances.'



Firth Cleveland Fastenings Ltd., and Firth Cleveland Sintered Products Ltd. – of Treforest Industrial Estate near Cardiff – will shortly take over adjacent premises to give them an increase in factory floor space of 90,000 sq. ft. This will bring the total space occupied by the two companies up to 430,00 ft. Firth Cleveland Fastenings are volume component suppliers to the aircraft, motor, and engineering industries in the United Kingdom and in 40 overseas territories including North America. Manufacturing subsidiaries operate in Australia, France, Germany, Holland, Spain and India.

Recording of exports

A STATEMENT on the recording of exports was made in the House of Commons on November 16 by Mr. John Davies, Secretary of State for Trade and Industry. The following is the text of his statement.

'The previous Administration announced in June 1969 that there had been a significant under-recording of exports in the trade statistics because some export documents were not being lodged with Customs by exporters, despite their legal obligation to do so. Exporters and their agents were urged to lodge the necessary documents in good time, and a procedure was instituted for checking from ship and aircraft manifests that the necessary documents had been received. By November 1969 the shortfall of export documents had been reduced to negligible proportions. The checks carried out for the early months of 1970, however, now show that a degree of shortfall, of about 2 per cent, has re-emerged.

'In view of the importance of these figures the Government do not regard it as acceptable that they should be subject to this uncertainty. The Government, therefore, intend to institute as soon as practicable a system of pre-entry whereby exporters will be obliged to give the Customs details of exports before they are loaded on the ship or aircraft.

'Successive Governments have over a period of years been attempting to simplify the documentation of exports, and we are grateful in particular for the work that Lord Thorneycroft and his Committee have undertaken in this field. The Government therefore regret the need for this change and officials of HM Customs and of my Department will consult the interested parties in order to work out arrangements which will place the minimum burden on traders consistent with the over-riding requirement for accurate recording.' (*See also page* 319.)

A Polish Trade Delegation comprising Dr. S. Guzewski, director of the Department for Export and Foreign Co-operation, Mr. H. Zukowski representing the Polish Aviation Industry, and Mr. Z. Baszkowski of the Electrical Engineering Industry Export Department, accompanied by Mr. Kawalec of the Polish Commercial Office in London, visited Ruston Paxman Diesels Ltd. at Newton-le-Willows, recently. They are seen here at one of the engine assembly bays at Ruston Paxman Diesels.

New advance factory at Workington

THE DEPARTMENT of Trade and Industry has announced that Crystallized Confections are to purchase a 10,000 sq. ft. advance factory built by the English Industrial Estates Corporation on the Lillyhall Industrial Estate, Workington.

Crystallized Confections manufacture a liquid confection in plastic sachets which is supplied to retailers for freezing and sale as ice lollies under the brand name of Tip-Top. The company, whose head office is at West Bromwich in the Midlands, are the largest in the United Kingdom in their particular field and have decided to expand in West Cumberland to meet the growing demand for their products.

Occupation of the premises is now taking place and production will be started by the end of the year. When maximum output is reached the company expect to be employing 57 people in the new unit.

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RESTRICTIVE TRADE PRACTICES ACT 1968

Eighteen agreements not being investigated

MR. JOHN DAVIES, Secretary of State for Trade and Industry, has given directions to the Registrar of Restrictive Trading Agreements under Section 9 (2) of the Restrictive Trade Practices Act, 1968, discharging him from his obligation to take proceedings in the Restrictive Practices Court in relation to the 18 agreements listed below.

Section 9 (2) of the Restrictive Trade Practices Act, 1968, provides that the Secretary of State may, upon representations from the Registrar, give such directions in respect of agreements where the relevant restrictions are 'not of such significance' as to call for investigation by the Court.

Number on the Register	Parties
542	Corsetry Manufacturers' Association
547	Tie Manufacturers' Association
925	British Paper and Board Makers' Association (Incorporated)
1149	National Association of Paper Merchants
1400	The United Kingdom Jute Goods Association Ltd.
1522	Scottish Fruit Auction Brokers' Association Ltd.
1542	National Association of Master Bakers, Confectioners and Caterers
1730	The Birmingham Small Arms Co. Ltd., and Raleigh Industries Ltd.
2510	Brewers' Society
2625	Woollen Merchants' Home Terms Organization
2706	Hull Fruit Brokers' Association Ltd.,
3142	British Electronic Controls Ltd., and Welwyn Electric Ltd.
3259	Proprietary Association of Great Britain
3275	Masson Scott Thrissell Engineering Ltd., Garrod and Lofthouse International Ltd., and Mr. N. J. Garrod
3326	Direct Sales and Service Association Ltd.
3472	The British Waste Paper Association
3542	British Textile Employers' Association
3591	Firework Makers' Guild

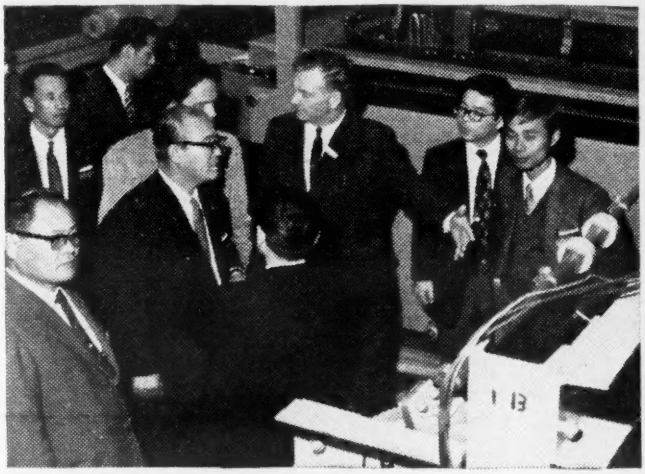
Notes:

Section 9 (2) of the 1968 Act allows the Secretary of State to free agreements on the public Register from examination by the Restrictive Practices Court if the restrictions in them are not of such significance as to call for investigation by the Court.

The practical importance of the use of this power is that it shows that registration of an agreement does not lead inevitably to its examination by the Court; industry can therefore be less hesitant about making and registering agreements in circumstances which do not involve significant restrictions on competition.

Directions have now been issued under Section 9 in respect of 76 agreements. Such agreements are available for inspection in the Public Room at the Office of the Registrar of Restrictive Trading Agreements, Chancery House, Chancery Lane, London, W.C.2.

Firms or associations proposing to enter into a registrable agreement or make a registrable recommendation may approach the Registrar informally for a prior indication of the likelihood of it being eventually the subject of a direction under Section 9 (2). How clear an indication can be given in any particular case must depend on all the circumstances including the degree of restriction of competition which is contemplated and the extent to which a full explanation can be made of what is envisaged. But short of a binding promise, which cannot be given, the Registrar will be as helpful as he can.



Recent visitors to the Birmingham head office and works of W. Canning and Co. Ltd., included 19 delegates of the Japanese Hard Chrome Association. The party was led by Professor M. Kishi of the Musashi Institute of Technology. They toured the Canning Engineering Division and Technical Centre, attending film shows, lectures and discussions on both plant and processes.

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40 King Street West, Manchester M3 2NX	Telephone: 832 6411	Telex: 66659

Weights and measures orders and regulations

TWO NEW ORDERS and five sets of regulations made under the Weights and Measures Act 1963 were published on November 19. The regulations deal with matters of detail arising from the Orders and are generally similar to the existing regulations which they replace.

The first Order allows certain additional metric weights and measures to be used for trade, permits the use of 'tonne' and 'metric tonne' (instead of 'metric ton') to describe a unit of 1,000 kilogrammes and provides that apothecaries weights and measures shall no longer be used for trade after December 31, 1970. The second Order permits the sale of sand, ballast and ready mixed cement mortar by volume in metric units and extends to Scotland the provisions in relation to ready mixed cement mortar which at present apply to England and Wales.

Two of the sets of regulations replace existing regulations about the testing and accuracy of the local standards, working standards and testing equipment used by inspectors of weights and measures. A third set are concerned with the accuracy of linear measures and capacity measures used for trade purposes. The fourth set of regulations permit sand and ballast trucks to be calibrated in metric units in addition to or as an alternative to imperial units in order that the industry may adopt the metric system as it wishes after January 1, 1971. The final set of regulations set out the fees to be charged by local authorities for testing trade equipment under the Act and provide for these fees to be charged in decimal currency after February 14, 1971.

Notes:

The two Orders – The Weights and Measures Act (Amendment of Schedules 1 and 3) Order 1970 and the Weights and Measures Act (Amendment of Schedules 5 and 7) Order 1970 were approved in draft by the House of Lords on July 21 and by the House of Commons on November 2.

Provision is made for the use of weights of 15g and 150mg to assist pharmacists in making up prescriptions in metric units, of measures of 50, 30, 5, 1.5 and 0.5 metres to help industry and of cubic measures of multiples of 0.1 cubic metre to enable the sand and ballast industry to adopt the metric system.

Apothecaries weights and measures can only be used for dealings in drugs. They will not be used for this purpose after January 1, 1971 since the Weights and Measures (Equivalents for Dealings with Drugs) Regulations 1969 require all transactions in drugs to be conducted in metric units after that date. The apothecaries system will therefore be obsolescent and the Board has exercised the special powers provided under the Act to delete the references to the system from the Schedules to the Act.

Under the new regulations all linear measures of a particular length will now be subject to the same rules about accuracy instead of different rules applying to different types of measure.

The Cubic Measures (Sand, Ballast and Agricultural Materials) Regulations 1970 will permit ballast trucks to be calibrated in metric units during the remainder of 1970 even though sand and ballast may not be sold by the cubic metre until 1971.

Most of the fees payable in decimal currency for testing equipment after D day will be the same as those charged at present. The remainder have been calculated from the existing fees by using the whole pence conversion table recommended by the Decimal Currency Board. In almost every case the fee charged after D day will differ from the existing fee by less than ½p.

The Orders are:

- The Weights and Measures Act (Amendment of Schedules 5 and 7) Order 1970 (SI 1970 No. 1708)
- The Weights and Measures Act (Amendment of Schedules 1 and 3) Order 1970 (SI 1970 No. 1709)

The Regulations are:

- The Weights and Measures (Local Standards: Limits of Error) Regulations 1970 (SI 1970 No. 1710)
- The Weights and Measures (Amendment) Regulations 1970 (SI 1970 No. 1711)
- The Cubic Measures (Sand, Ballast and Agricultural Materials) Regulations 1970 (SI 1970 No. 1712)
- The Weights and Measures (Testing and Adjustment Fees) Regulations 1970 (SI 1970 No. 1713)
- The Working Standards and Testing Equipment (Testing and Adjustment) Regulations 1970 (SI 1970 No. 1714).

Mr. Ridley (left), Parliamentary Under-Secretary of State for Industry, discussing with (right to left) Mr. F. J. Edwards, managing director of Thermal Syndicate Ltd., Mr. A. Wright, works director and Mr. F. Cummins, manager of the tubing plant, one of the processes in the production of fused quartz tubing for tungsten halogen lamps, during a visit to the firm's factory at Wallsend, Northumberland.

Application for anti-dumping duties on Japanese tube and pipe fittings

AFTER A FULL investigation of the anti-dumping application, announced on December 3 1969, the Department of Trade and Industry are satisfied that most of the imports from Japan of malleable cast iron tube and pipe fittings are not taking place at dumped prices and that, in present circumstances, the element of dumping found on the remaining items is not such as to cause or threaten material injury to the British industry. The Department do not therefore propose to take any action under the Customs Duties (Dumping & Subsidies) Act 1969.

The parties concerned have, however, been informed that it would be open to the British industry to make a further anti-dumping application if at any time they had *prima facia* evidence of materially injurious dumping, and it cannot be assumed that the same decision would be reached on such an application.

Applications for temporary exemption from import duty

THE DEPARTMENT of Trade and Industry are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continued until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by December 9.

Tariff Heading	Proposed definition for Tariff Purposes	Applied for as	Exemption required until	Reference
29.08	Benzyl cyclohex-3-enylidenemethyl Ether	Cyclohexan-(3)-Yliden-methyl-Benzylether	December 31, 1971	13522
29.31	2-*n*-Butoxyethyl 2-thiocyanatoethyl ether	Beta Butoxy-Beta-Thiocyano Di-Ethyl Ether (Brussels Nomenclature Name 2/2-Butoxy Ethoxy) Ethyl Thio-Cyanate)	December 31, 1971	13365

A party of representatives of firms winning the Queen's Award to Industry 1970 and recipients of Birthday and New Year's Honours for export achievement visited the Central Office of Information on November 17 and were introduced to the work of the COI by the Director General, Sir Fife Clark and the Acting Controller (Overseas), Mr. R. A. Fleming. The visitors then took part in discussions on the export publicity services of COI with members of the various divisions. The photograph shows the visitors with Mr. Fleming (extreme left) at COI Headquarters, Hercules Road, London, S.E.1.

Mr. Gordon Bowen speaks at United States Metric Study Conference

IN HIS OPENING ADDRESS on November 16 in Washington, at America's National Metric Conference Number 7, Mr. Gordon Bowen, Director of Britain's Metrication Board said: 'One of the truths which our experience in Britain has demonstrated is that while there must be adequate time for planning and preparation, once a metrication programme is decided upon, putting the change off and spreading it out does not ease the problems to be resolved, can add to the difficulties and costs, and inevitably it defers the benefits.'

The United States Metric Study was set up by the National Bureau of Standards with the backing of Congress in 1968 to study the implications to the United States economy of the world-wide swing to metric. The Study has organized seven conferences, to provide an opportunity for representatives of major trade associations to present their views on the desirability and probability of a change to metric.

Last October, members of the Group visited this country to examine Britain's experience of the change to metric.

New CBI Standing Committee on Marketing

WITH THE authority of CBI Council the CBI is setting up a new Standing Committee on Marketing. Its terms of reference are 'to recommend policy as it relates to the promotion and encouragement of the marketing concept and to take any necessary action.'

Mr. E. R. Nixon, managing director of IBM United Kingdom Ltd. has accepted the president's invitation to chair the committee. Its membership will reflect a wide range of marketing interests including consumer, industrial and export marketing, market research, advertising, public relations, small companies and the academic world. In addition a number of its members are being appointed after consultation with the principal marketing and advertising organizations who fully support its objectives and who intend to work with the committee and in mutual collaboration to pursue them. Thus it is hoped to carry on and to develop further the purposes for which the National Marketing Council was originally set up.

Visits by British Overseas Commercial Representatives

THE FOLLOWING Commercial Diplomatic Officers are expected to be in this country shortly, when they will be available for discussion.

		Available	In present post since
CEYLON (Colombo)	C. G. PATTERSON Second Secretary (Commercial)	February	June 1969
GERMANY (Munich)	M. J. HARDIE Vice-Consul (Commercial)	February	November 1969
SOVIET UNION (Moscow)	J. Q. DAVIES Second Secretary (Commercial)	January/February	December 1969

British firms and organizations, including those in the areas covered by the Department of Trade and Industry offices for the Eastern Region and London (E., E.C., N. and W.C.), and the South Eastern Region and London (N.W., W., S.E., and S.W.), which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment to the appropriate Department of Trade and Industry Regional Export Director stating the nature of the problem and commodities involved. (The Department's Regional Offices together with the areas covered and the appropriate office for Northern Ireland were listed on page viii of the supplement to *Trade and Industry* of October 7). Those firms and organizations other than in the London-based Regions mentioned above, which would either prefer or would be prepared, if necessary to meet the officer for an interview in London, should write to Tours Section, Department of Trade and Industry, Room 469, 1 Victoria Street, London, S.W.1.

Because visiting officers often have only limited time at their disposal it may not always be possible to arrange an interview. Where it is not possible, firms are reminded that the Export Services Division of the Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, E.C.4, who are in close touch with all overseas representatives can very often supply advice, or the information that applicants hoped to obtain at the interview. Outside London the Regional Offices of the Department of Trade and Industry or, in Northern Ireland, the Ministry of Commerce, Belfast, can also supply this help.

Patents endorsed 'Licences of Right'

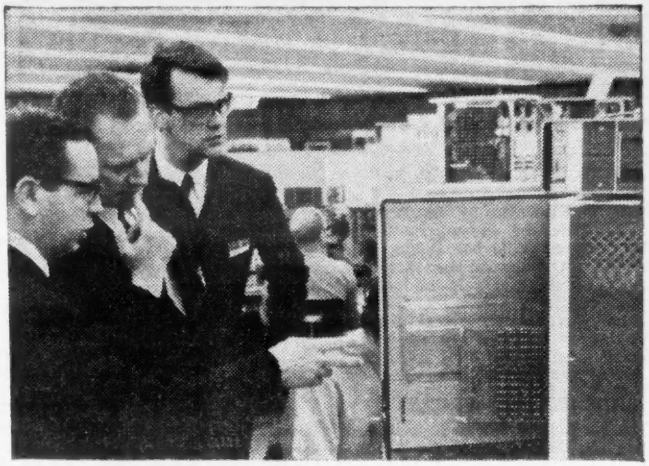
UNDER SECTION 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the date specified:

Number	Grantee	Subject-Matter
	October 28, 1970	
827,215	Arthur Basil Punter	Dryers for grain or other materials
1,010,857	Alan Robert Scott Robertson	Display devices
1,100,024	Janusz Gutkowski	Reciprocating pumps and compressors
1,105,086	The Board of the Rubber Research Institute of Malaya	Treatment of rubber latex
1,106,430	The Board of the Rubber Research Institute of Malaya	Coagulation of latex
1,122,463	The Board of the Rubber Research Institute of Malaya	The preparation of lower grade natural grade rubbers and skin rubbers
1,130,939	Pierre Max Sailhen	Undergarment for patients suffering from hernia
1,188,601	Hans Klay	Ice hockey sticks
	November 2, 1970	
1,071,716	Takeji Okano	Speed varying mechanism
1,079,602	Alfred Pitner	Equipment for assembling universal joints
1,082,539	Alfred Pitner	Improved cage for roller or needle bearings
	November, 3, 1970	
1,079,410	Frederik Willem Rolf van den Baumen	Process for preparing bismuth subnitrate
1,105,739	Chimie et Synthese de Picardie	New oxadiazole derivatives and process for preparing same
1,183,491	Henry Squire & Sons	Relating to the packaging of articles
1,188,701	Strachan & Henshaw Ltd.	Method of and apparatus for cutting and buffing objects under water
	November 4, 1970	
1,112,067	International Standard Electric Corporation	Hermetic sealing of tantalum capacitor
1,128,010	International Standard Electric Corporation	Improved microwave strip transmission line
1,09		
1,026,489	Standard Telephones & Cables Ltd.	Semiconductor device fabrication
1,027,102	Standard Telephones & Cables Ltd.	Pressure responsive transducer
1,050,196	Standard Telephones & Cables Ltd.	Resonant transfer circuits
1,051,510	Standard Telephones & Cables Ltd.	Electrical lighting equipment
1,074,483	Morris Tracy Phillips	Insulating and protective covering devices
1,083,559	Standard Telephones & Cables Ltd.	Radio guide path beacon
1,088,117	Standard Telephones & Cables Ltd.	Recording on a moving medium
1,108,109	Standard Telephones & Cables Ltd.	Magnetic cores and adjusters therefor
1,116,338	Standard Telephones & Cables Ltd.	Housing for electrical components
1,119,156	Standard Telephones & Cables Ltd.	Improvements in temperature compensation of crystal oscillators
1,143,995	Standard Telephones & Cables Ltd.	Metal-insulator-diodes
1,145,524	Standard Telephones & Cables Ltd.	Impedance matching networks
1,160,911	Standard Telephones & Cables Ltd.	Semiconductor devices

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. ARMITAGE,
Comptroller.

The Patents Office.



A party of West German industrialists have been visiting Scotland to investigate the possibilities of establishing manufacturing and research and development facilities in that area. One of the plants looked at was the Hewlett-Packard Ltd. facility at South Queensferry – and in this picture Mr. Dennis Taylor, the managing director, is explaining technical points of a computer being assembled to meet an order from the University of Prague. With him are Mr. Herman Schanzmann, a director of Siemens, and Mr. Ivon Plettenberg of the BDI.

The English Industrial Estates Corporation

MR. JOHN DAVIES, Secretary of State for Trade and Industry, has appointed Mr. H. W. Heyman to be chairman of the English Industrial Estates Corporation as from November 19. Mr. Heyman succeeds Sir Sadler Forster who retired recently.

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Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

MONDAY, NOVEMBER 16

Financial benefits to intermediate areas

Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, was asked for a list of the financial benefits that accrued to to North Humberside under its intermediate area status; and whether these were to continue. Mr. Grant, giving the following list, said no changes were planned in the incentives which it had been announced would be available in the intermediate area.

INTERMEDIATE AREAS

1. Under the Local Employment Acts 1970, the following forms of assistance are available in the intermediate areas:

(i) grants at 25 per cent and in special cases 35 per cent, towards the cost of factory building;†

(ii) factory building by the Department of Trade and Industry through the Industrial Estates Corporations – both custom-built and advance factories;†

(iii) payments towards the cost of transferring key workers t onew undertakings;

(iv) financial assistance to local authorities and other bodies for the improvement of basic services where this is expedient with a view to contributing to the development of industry;

(v) financial assisance to local authorities towards the cost of acquiring and improving derelict land where this is expedient with a view to contributing to the The rate of grant for eligible derelict land clearance schemes in the Intermediate Areas is 75 per cent.

† Building grants and factory building by the Department of Trade and Industry are linked to the provision of employment.

2. The full range of Development Area training grants and other training assistance are also payable throughout the Intermediate Areas.

3. The Government intend that initial allowances, at a rate of 40 per cent, for new industrial buildings and structures in the Intermediate Areas introduced as a temporary measure in April should continue indefinitely. The national rate, presently 30 per cent, will revert to 15 per cent on April 5, 1972.

Industrial development certificates

Mr. Grant was asked to give figures for the number of industrial development certificates approved by his department in the period since June 18, 1970, with a breakdown by economic planning regions. He gave the following information:

IDC APPROVALS IN THIRD QUARTER 1970 (PROVISIONAL)

Economic Planning Region	Number	Area ('000 sq. ft.)
North	54	1,599
Yorks and Humberside	78	1,834
East Midlands	85	1,431
East Anglia	47	842
South East	250	5,774
South West	83	1,614
Wales	63	1,630
West Midlands	123	2,587
North West	164	3,695
Scotland	64	3,511
Total Great Britain	1,011	24,517

Figures for June 18 to 30, 1970 were not available.

Electricity Council

A Member asked if the Electricity Council would be authorized to purchase its fuel in the cheapest market. 'Responsibility for the management of its fuel purchases already rests with the Central Electricity Generating Board,' answered Sir John Eden, Minister for Industry. 'Except to the extent that my right hon. Friend's consent may be required under the Electricity Supply Acts in connection with a proposal to change the type of fuel in a power station, the CEGB is already free to do this.'

Cost of electricity generation

Mr. Ridley, Parliamentary Under-Secretary of State for Industry, was asked what effect the recent increase in oil prices would have in the cost per unit of electricity generation at power stations; and what the increase price represented per ton of coal equivalent. He answered that the increase of a 1d. a gallon announced at the beginning of November would be equivalent to about 11s.-12s. a ton of coal. The effect on the cost of electricity generation could not be stated because the oil generating Boards bought under long-term contracts to which the recent increase in schedule prices did not necessarily apply.

Smokeless fuel

Mr. Ridley was asked what discussions he had now had with local authorities concerning the shortage of smokeless fuel and its impact on the large number of smokeless zones throughout the country. He answered that the effect of shortages on smoke control was the concern of the Secretary of State for the Environment, the Secretary of State for Scotland and the Secretary of State for Wales. They had asked local authorities in consultation with the Solid Smokeless Fuels Federation to check the supply prospects in their areas. 'We are in close touch with my right hon. Friends and with the trade in these matters,' said Mr. Ridley.

Members asked Sir John Eden if he was satisfied that the present electricity generating capacity would meet the demand from industry and from the domestic consumer during the coming winter; and what estimate he had made of the increased demand which would be made upon the Central Electricity Generating Board because of the shortage of smokeless fuels for domestic use. He answered that in average cold spell conditions, and subject to any special difficulties with coal supplies, the Central Electricity Generating Board expected to be able to meet the demand for electricity this winter but with little margin to spare during the peak periods; in severe weather conditions, some reductions in voltage might become necessary. It was not expected that any significant increase in peak demand for electricity would follow from shortages of solid smokeless fuels.

Tripartite gas centrifuge agreement

Sir John Eden was asked what discussions were held with the other signatories of the non-proliferation treaty prior to the signing of the tripartite gas centrifuge agreement; and with what result. He replied that the gas centrifuge agreement was entirely compatible with the non-proliferation treaty; hence no discussions with the other signatories of the treaty were necessary.

Car production

In answer to a Member who referred to further decline in output in the motor-car industry, notably in Midlands factories during the first eight months of 1970, and asked what steps he proposed to take to restore full production, Mr. Ridley said that the decline in output was due to problems that were the responsibility of both sides of industry. The Government's measures providing a legal framework for industrial relations should, in the longer term, help to reduce dislocation of production in all industries.

Inspection of garages

Sir John Eden was asked whether he would institute an ispectorate of repair and maintenance garages. He replied that the Department of the Environment inspected garages under the testing scheme for cars over three years old. The Department of Trade and Industry had recently suggested to the EDC for the industry that it considered whether current safeguards against bad work and over-pricing are adequate, and if not, to make recommendations.

Proposed Bank of Wales

Mr. Ridley was asked what representations have been received by his department concerning the establishment of a Bank of Wales. He replied: 'My responsibility in this matter is to approve the name by which a company formed to carry on the business of banking in Wales would be registered. Information given to me by the promoters of any proposed company is treated as confidential to avoid prejudice to their interests.'

UK export figures

The following table was published by Mr. Grant, in answer to a request to compare United Kingdom total export figures for the years 1958 to 1969 with those of the countries of the European Communities. Mr. Grant said that in terms of United States dollars the average annual rate of growth of EEC exports between 1958 and 1969 was 11½ per cent, or 8½ per cent excluding intra-trade between the member countries, compared with 6 per cent for United Kingdom exports.

US $ million fob

	Belgium-Luxembourg	France	German Federal Republic	Italy	Netherlands	Total EEC	United Kingdom
1958	3,053	5,120	8,807	2,536	3,217	22,734	9,495
1959	3,298	5,614	9,804	2,895	3,607	25,218	9,951
1960	3,775	6,856	11,415	3,649	4,028	29,723	10,609
1961	3,924	7,208	12,687	4,188	4,307	32,314	11,074
1962	4,324	7,360	13,264	4,666	4,585	34,197	11,374
1963	4,839	8,080	14,616	5,047	4,962	37,543	12,222
1964	5,590	8,990	16,215	5,956	5,808	42,559	12,782
1965	6,382	10,048	17,892	7,188	6,393	47,904	13,723
1966	6,829	10,886	20,134	8,032	6,752	52,634	14,714
1967	7,032	11,378	21,736	8,702	7,287	56,135	14,424
1968	8,164	12,672	24,843	10,183	8,342	64,204	15,442
1969	10,065	14,880	29,052	11,729	9,965	75,692	17,614

Purchase of Government factories

Mr. Grant was asked if he was aware that some companies wished to purchase instead of lease government-built factories on industrial estates; and whether he would take steps to meet the demand for such purchases. Mr. Grant replied: 'We are always ready to consider the sale of our factories wherever this is practicable and if my hon. Friend has any particular cases in mind, perhaps he will let me know.'

United Kingdom-New Zealand Trade Agreement

A Member asked whether negotiation had begun on the renewal of the 1966 trade agreement between United Kingdom and New Zealand Governments. Mr. Grant said that consultations as required by Article II of the 1966 Trade Agreement were formally opened on September 30 and would be resumed at a time to be agreed.

Discussions with brewery companies

Mr. Ridley was asked what discussions he had had with the brewery companies to lessen the anti-competitive effects of the tied-house system. He replied: 'I had discussions with representatives of the brewery companies on this matter. A full statement will be made in due course.'

Industrial development

Mr. Grant answered questions on industrial development in Scotland, Wales, North Humberside and Mansfield.

Exports of steelwork scrap

Answering questions on his study of controls on exports of steelworks scrap, Sir John Eden said: 'As part of my review of the Government's relations with industry, I am studying the operation of these controls. I will be consulting interested parties but I cannot at present say when the study will be completed.'

Disabled people in industry

Mr. Nicholas Ridley, was asked to call a specal conference with leading industrialists to discuss how technology could be utilized to enable more disabled people to be employed in open industry. Mr. Ridley replied: 'I am glad the hon Member has drawn attention to the subject of the employment of the disabled, which is a matter of continuous concern to the Government and in particular to my right hon Friends the Secretary of State for Employment and the Secretary of State for the Social Services. Discussions already take place between industry and the Department of Employment on this subject and I do not think a special conference on the lines he suggests is necessary.'

Monopoly powers

Speaking of the effect of the monopoly powers exercised by various nationalized corporations on the technological development of the industries associated with them a Member asked what representations had been received from representatives of the atomic, aviation, or telecommunications industries on this subject; and what action was proposed for dealing with the matter. Mr. Ridley said he had received representations only on the way in which nuclear research and development was organized, and he was considering these. He was also considering how best to strengthen the machinery for dealing with possible abuse of a monopoly position by any industry.

Industrial investment

Asked to forecast the level of industrial investment in the current financial year, Mr. Grant said the Investment Intentions Inquiry, taken in August/September 1970, indicated an increase of about 2 to 3 per cent in manufacturing industry's investment in real terms between 1969 and 1970, after adjusting the 1969 figures for the distortion associated with the reduction in investment grant rates at the end of 1968: for 1971 no great change from the 1970 level was indicated. In the inquiry companies' forecasts were collected only for calendar years as a whole.

Derelict land

Mr. Grant was asked to give details of future plans for assisting the reclamation of derelict land. He answered that the Secretary of State for the Environment had overall responsibility for the reclamation of derelict land and continued. 'In those parts of the country where we are required to consider how far schemes for which grant application has been made would be expedient with a view to contributing to the development of industry, we shall have full regard to the inhibiting effects of dereliction on industrial development.'

Nuclear power stations

A Member asked Sir John Eden, if he proposed to amend the nuclear power station programme; and if he would make a statement on his current total estimate of costs of continuing the present programme. Sir John replied: 'The nuclear power station programme is kept under review. The Generating Boards estimate that from March 31, 1970 further expenditure on AGR capacity at present under construction, will be about £250 million.'

Transport of coal

A Member who asked if consultations would be arranged between the relevant nationalized industries in regard to the transport of coal to power stations by British Railways and other bodies, was told by Mr. Ridley that there was regular consultation at national and regional level.

TUESDAY, NOVEMBER 17

Imports of butter

Mr. Grant was asked what was the total tonnage of imported butter in each of the years 1965 to 1969; from which countries the imports came; and in what annual tonnage from each source. He replied that information up to 1968 was published in Volume II of the Annual Statement of Trade of the United Kingdom. For 1969 the information appeared in Table I of the Overseas Trade Accounts for December 1969. Imports varied from 413,000 tons in 1969 to 453,000 tons in 1967, and the main sources of supply were New Zealand, Denmark and Australia.

District heating schemes

Asked what steps he was taking to ensure more adequate evaluation of total energy and district heating schemes by private and public developers. Mr. Ridley said that officials of the DTI were taking part in an interdepartmental study of these matters.

Imports from New Zealand

A Member asked what proportion of New Zealand's exports came to Great Britain in 1939, 1959 and 1969. Mr. Grant answered '80 per cent, 56 per cent and 39 per cent respectively.

Natural gas fields

Approaching 5 per cent so far this year was the proportion of the United Kingdom total energy consumption now met from the natural gas fields beneath the North Sea, Mr. Ridley said in reply to a question.

WEDNESDAY, NOVEMBER 18

Industrial development certificates

Asked how he proposed to administer the granting of industrial development certificates for the purpose of attracting new industries to the development areas, Mr. Grant said: 'We will administer the control so as to encourage mobile projects to locate in the development and intermediate areas wherever possible and take advantage of the incentives available there.'

THURSDAY, NOVEMBER 19

Price increases by nationalized industries

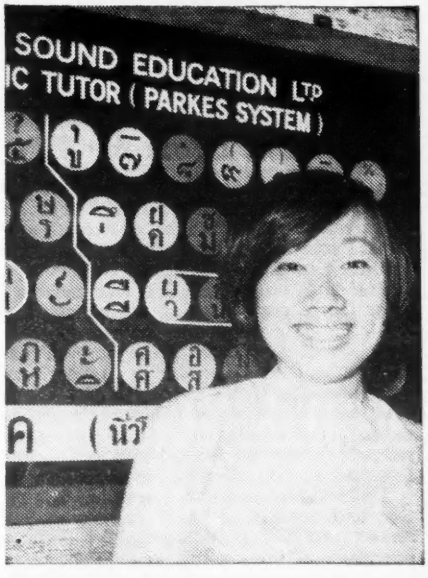
Answering a question on Government policy regarding future price increases imposed by the nationalized industries, Mr. Ridley said: 'We shall scrutinize major proposed price increases and our policy is that they should only proceed when there is a proven case for them.'

Development areas

A Member asked Mr. Grant if he was satisfied with the number of applications made by industrialists to his department or any other Government department, with a view to coming to Wales, since mid-June of this year. 'No,' replied Mr. Grant. 'I am never satisfied with the number of inquiries from industrialists about development areas. The changes in investment incentives announced in October should, however, give greater encouragement to firms to consider the advantages of locating new projects in these areas.'

International nuclear agencies

Mr. Ridley was asked to which international nuclear agencies and research bodies the United Kingdom contributed either directly or through the Atomic Energy Authority. He replied that United Kingdom financial contributions were made to the International Atomic Energy Agency, to the European Nuclear Energy Agency including certain of its research projects (notably the Dragon project at Winfrith in Dorset), and to the European Organization for Nuclear Research (CERN).



Sight & Sound, the British audio-visual experts, have produced a special 64-Thai character alpha typewriter system at the request of Thailand's leading typewriter distributors, Udom Vidhya Co. Ltd. With Sight & Sound specially produced for Thailand, it is said that the training period will be reduced by 75 per cent Today S & S is in use in 22 countries and available in 12 languages.

Parliamentary Answers on aviation and shipping

FRIDAY, NOVEMBER 13

Caledonian/British United Airways

Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, was asked what percentage of the total operational aircraft fleet of Caledonian British United Airways was British; and what percentage of the total operational aircraft fleet of British Overseas Airways Corporation was British. He replied that 57 per cent of the long-haul aircraft and all the short-haul aircraft currently operated by Caledonian British United Airways were of British manufacture. The comparable figure for BOAC, long-haul only, was 50 per cent.

Wreck dispersion

Answering a question on plans for dispersing wrecks which endanger shipping in the North Sea, Mr. Grant said that the Department of Trade and Industry did not possess wreck removal powers. Under the Merchant Shipping Act 1894, when Port Authorities did not have such power, Trinity House and the Northern Lighthouse Board had powers to remove wrecks which were a danger to navigation in the North Sea and were within their areas of jurisdiction.

Aircraft noise

Mr. Grant, answering a Member who asked whether he was satisfied with arrangements for recording noise levels of aircraft at Heathrow Airport, said that the monitoring of noise levels of aircraft taking off from Heathrow was at present carried out by mobile units and while the arrangements themselves were satisfactory it was hoped to improve the coverage from about 80 per cent to nearer 100 per cent of all take-offs by the installation of an automatic system during 1971.

Shipping routes in Dover Strait

A Member asked about plans for altering the pattern of shipping routes in the Dover Strait and in the southern North Sea. 'The present internationally agreed traffic separation schemes in the area are working well,' replied Mr. Grant. 'The schemes are however under constant review.'

TUESDAY, NOVEMBER 17

Aircraft noise

Answering Questions on the possibility of fitting aircraft with quieter engines, Lord Denham said: the Government were continuing examination of the possibility of quietening existing types of aircraft. To this end it was participating in the work of the International Civil Aviation Organization's Committee on Aircraft Noise, which was carrying out an urgent study of the problem in the hope of arriving at an agreed international solution. Lord Denham said that the terms of the Air Navigation (Noise Certification) Order 1970, which was approved by this House on May 11, new types of subsonic jet aircraft operating in the United Kingdom would as from January 1, 1971, be required to comply with the noise standards specified in the Order. These standards would ensure that the new aircraft were approximately half as noisy as existing aircraft of the same size.

WEDNESDAY, NOVEMBER 18

Civil aviation policy

Lord Drumalbyn, Minister Without Portfolio, was asked whether the Government could make a statement on civil aviation policy covering the future of BOAC and BEA and their Boards, and how far negotiations had gone in respect of the proposed transfer of scheduled routes valued at £6 million to this proposed Second Force. Lord Drumalbyn said the Government hoped to make a statement shortly on civil aviation policy, including the future of BOAC and BEA and their Boards. Meanwhile, discussions about the transfer of routes are proceeding, and a Statement will be made when it has been decided which routes are to be transferred.

THURSDAY, NOVEMBER 19

Travel agents

A Member asked if legislation would be introduced to ensure that all travel agents and firms providing package tours and special excursion facilities should be required to take out insolvency indemnities in relation to the size of the tour programme so that in the event of bankruptcy there would automatically be money available to compensate clients. Mr. Grant replied: 'No, but the question of requiring indemnities in respect of organizers of group travel by air is being considered.'

Upper Clyde shipbuilders

'These are matters for the management of Upper Clyde Shipbuilders Ltd.,' said Mr. Ridley, Parliamentary Under-Secretary of State for Industry, when asked how much money the Upper Clyde Shipbuilders owed to date to the British Steel Corporation; when payment would be made; and whether he would ensure that the money owed to smaller creditors would rank equally for payment on the same date.

Aviation and Shipping

Evaluation trials for VT1 hovercraft

EVALUATION TRIALS were started on November 17 by Vosper Thornycroft Ltd. on the VT1 hovercraft under a contract with the Department of Trade and Industry. The trials which will last four to five months will start in the Solent area but may move later to the Channel Islands.

The trials programme has been devised by the DTI and the firm prior to the craft entering commercial service. Particular attention will be paid during the programme to reliability and maintainability.

The VT1 is Vosper Thoryncroft's first full-scale commercial hovercraft. It was launched in August last year and has been undergoing manufacturer's trials and performance testing.

It has a capacity for 10 cars and 146 passengers in the standard version. The combination of full peripheral skirt and water screw propulsion permits the craft to put its bow on the beach for dry loading and unloading of passengers and vehicles.

The craft has a cruising speed of 35/40 knots, is quiet in operation and the use of water rudders and twin variable pitch water screws provides good control at all speeds. These features aid operation of the craft in congested waters.

Hovertravel Ltd., one of the pioneer operators who have established Solent hovercraft ferry operations, are the first customers for the VT1 which will include special features to meet their particular requirements.

Hovertravel who hope to put the craft into commercial operation early in 1971 will provide the craft commanders for the trials.

The National Research Development Corporation provided loans towards the launching and development costs of VTL

Public inquiry into stranding of 'London Valour'

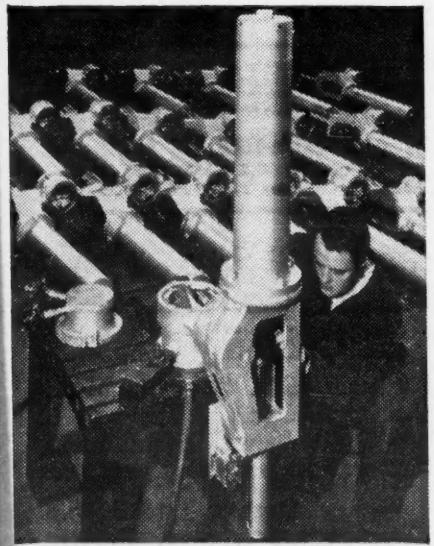
THE DEPARTMENT of Trade and Industry have ordered a public formal investigation under Section 466 of the Merchant Shipping Act, 1894 into the stranding on April 9, 1970 in Genoa Harbour of the ss *London Valour*. Twenty lives were lost as a result of this casualty.

The exact date and place of the hearings, which are expected to take place in London, early next year, will be announced at a later date.

Miss Heather Angus, BEA Personality Girl, toasts Mr. Norman Macdonald, BEA's new manager, USSR, in Moscow's Red Square. The celebration followed the announcement in Moscow recently by Mr. Roy Watts, BEA regional general manager (N & E Europe) of plans to extend services to Eastern Europe for both holiday and business traffic.

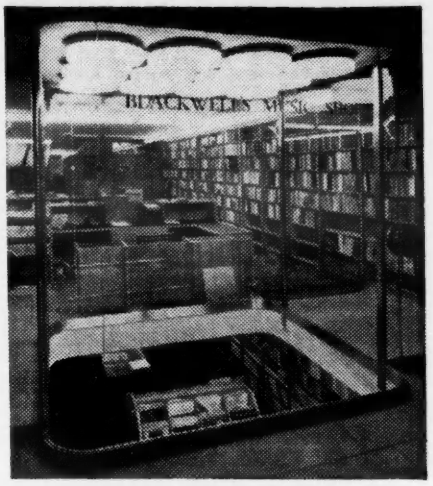
Export achievements in pictures

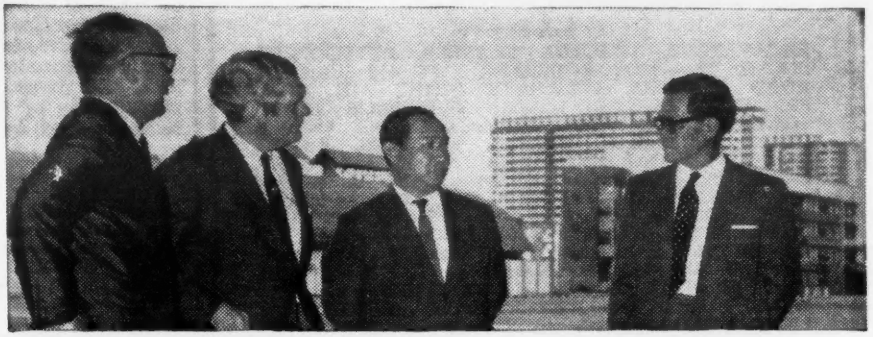
Magazine zum Globus, the biggest general stores group in Switzerland, has gone in for Amtico vinyl flooring in a big way. Their new store in St. Gallen has been floored throughout in Amtico; 5,500 sq. m. has been ordered for the refurbishing of their Basle store and Amtico will also be used in the Aarau store and in the bigger Basle store to be built in five years time. The picture shows Amtico's Travertine vinyl flooring in black and white hexagons in the St. Gallen store. Other recent orders for Amtico for department stores on the continent have come from Brussels, Antwerp, Ghent and Sweden.



Part of an initial batch of over 200 power-operated butterfly valves (6 in. and 8 in. bore) undergoing final checks at the Brighouse, Yorkshire, factory of J. Blakeborough & Sons Ltd., before shipment to the United States. The order for the valves was placed by the General Electric Company of America for use in connection with a newly developed line of 'packaged' gas turbine generators.

Sir Adrian Boult and Sir Basil Blackwell at the opening of Blackwell's new Music Shop in Oxford. Sixty-two per cent of the Music Shop trade goes to export; concurrently this is worth something in excess of £100,000. It is hoped that within three years this figure will be doubled and the total Music Shop sales will exceed £250,000. The record department offers a new departure, and is already showing increased sales among universities in the United States and Canada.





The first section of the Port of Singapore Authority's East Lagoon container complex was opened by Mr. Yong Nyuk Lin, Minister of Communications, on November 1. Contractors, Taylor Woodrow International of London and Dillingham Overseas Corporation of Honolulu, carrying out a £6½ million contract, handed over the feeder berth exactly three months ahead of schedule, 14½ months after the first piles were driven. The whole scheme, designed for the Port Authority by Sir Bruce White, Wolfe, Barry & Partners of London, consulting engineers, is due for completion before the end of 1972. The photograph shows at the opening function (left to right): Mr. Loh Heng Kee, Director of Operations, Port of Singapore Authority; Mr. R. E. Aldred, chairman, Taylor Woodrow International Ltd.; Mr. Howe Yoon Chong, chairman, Port of Singapore Authority; Mr. Yong Nyuk Lin.

Mr. J. R. Balfour, textile sales manager of Gilman-Fraser Ltd., demonstrates a recent development in textile winding equipment to a Romanian trade mission touring the United Kingdom. The party had lunch at Arbroath prior to touring the company's textile mill. The visit to Gilman-Fraser was organized by the company's Eastern Europe distributor, Brameast Textile Machinery Ltd.

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Sir Sik-Nin Chau (left), chairman of the Hong Kong Trade Development Council, at a recent business equipment exhibition in Hong Kong. He is seen here with Mr. Ian Tomlin, chairman of the Exporters Association, discussing the special features of the Banda ESAF/DC Spirit duplicator. The Banda Double Clip method of simplification of international aligned shipping documentation is being promoted by Block & Anderson Ltd. in 125 countries.

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Government surplus sales

MINISTRY OF DEFENCE

1970	Stores	Location	Auctioneers
December 1 and 2	Vehicles, plant equipment, textile clothing, furniture	Regional Depot, Ordnance Support Unit, RAOC, Barlow, Nr. Selby, Yorks.	Bartle & Son (Dept. L), 52 Merrion Street, LS2 8JH. (Tel. 053-2-20898.)

VEHICLES: Land Rovers; Austin Gipsy Pick-Ups; Bedford coaches; mobile kitchens, trailers and trailer pumps; Mack gritters and Ford Snogo; Bedford fire tenders; Coventry Climax featherweight pumps; PLANT EQUIPMENT: diesel and electric fork lift trucks; pallet transporters; drilling and grinding machines; welding equipment; compressors; transporting and lifting equipment; presses; degreasing plant; gravity roller conveyor; laboratory equipment; cables; tyres; electrical signal and wireless equipment; tool kits and hand tools; fire fighting equipment including suction and delivery hose, collecting heads, nozzles, strainers, branch pipes, adaptors, diffusers, etc.; hydraulic and screw jacks; household and kitchen equipment; ropes; asbestos blankets; bandages, dressings; hurricane lamps; extending ladders; shovels, etc.; TEXTILES: tents; canvas; haversacks; packs; carpets; curtains; webbing; kitbags; camping equipment; white and coloured blankets; CLOTHING: denim trousers and blouses; firemen's trousers and tunics; leggings; berets; battle dress blouses and trousers; greatcoats; skirts; women's leather shoes; raincoats, etc.; HOUSEHOLD AND OFFICE FURNITURE: beds; large quantities of other general stores.

December 8 and 9	Miscellaneous equipment and stores	Ordnance Storage and Disposal Depot, Branston, Staffs.	Arnold & Son (Dept. L), 'Modwena', 13 Market Place, Burton-upon-Trent, Staffs. (Tel. 4657.)

Coventry Climax fork lift trucks; radar cabin trailers; Austin Gipsys; Bedford fire tenders with Sigmund pump; two Morris Commercial Minibuses; Mack gritters with plough; earthmover components and conversion sets both British and American; large quantities of American earthmover spares; travelling hoists, blocks and chains; rescue equipment including suction and delivery hose, nozzles, pipe diffusers, collecting heads, wrecking bars, extending ladders, firemen's axes, chisels, first aid equipment, wood and canvas folding stretchers, etc.; hurricane lamps; wooden boxes and crates; miscellaneous electrical equipment; signal generators; oscilloscopes; compressors; electric motors 1½ to 6 h.p.; pneumatic tyres; large quantities of vehicle spares; photographic equipment; machine tools; hydraulic jacks; aircraft equipment and spares; pneumatic tyres; CLOTHING AND TEXTILES: blue greatcoats; berets; combination overalls; denim blouses and trousers; rubber knee boots; vest and drawers; women's shoes various sizes; webbing packs and waistbelts; haversacks; carpets; blankets, etc.; HOUSEHOLD AND OFFICE FURNITURE: dining and office chairs and tables; dressing tables; chest of drawers; filing cabinets; tubular stacking chairs; BLACK PVC PLASTIC SHEETS 160 ft. x 90 ft. x 0·014 in. FOLDED AND ROLLED ON TWO ROLLERS AND CONTAINED IN WOODEN CASES.

December 16	Miscellaneous stores	County Hall, Botchergate, Carlisle	Harrison & Hetherington Ltd. (Dept. L), Botchergate, Carlisle CA1 1SE. (Tel. 26292.)

VEHICLES including Land Rover Pick-Ups; Morris Mini Minors and 1000 Saloons and Travellers; Morris, Bedford and Austin vans; Morris ambulances, etc.; Bedford fire tenders with Sigmund pumps; Coventry Climax featherweight pumps; equipment for pumps; machine and hand tools including Morris and Flextol flexible drives; Wolf bench type grinders; grinding wheels; Black & Decker heavy duty sanders; ripsnorters and jig saws; rivetting and crimping tools; drills; vices; hammers; pliers; spanners; taps and dies; electrical items including rectifiers; transformers; control units; capacitors; power units; test sets; receivers; amplifiers; cable; aircraft machmeters; gyro units; landing compasses; thermometers; drift recorders; sighting computers; altimeters; sundry items including rubber knee boots; service clothing; suction hose; webbing equipment; oxy-acetylene equipment; telephone equipment; aerials; rack assemblies; fire extinguishers; steel cradle pallets; wooden boxes; paints and chemicals, etc.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 1s. 0d. (postal order only).

DEPARTMENT OF THE ENVIRONMENT

1970	Description of goods	Location	Auctioneers
December 1	Office and miscellaneous furniture and equipment	Ministry of Public Building & Works Supplies Division Stores, Bay 5, Ashton Vale Road, Bristol 3	Stanley Alder & Price, 7 St. Stephens Street, Bristol 1

Catalogues direct from Auctioneers. View Days 9.0 a.m.-4.30 p.m. day preceding sale

Sale by Tender

To purchase, dismantle and remove temporary wooden structures comprising: Block 'A' – Stabling, approx. 17,000 sq. ft.; Block 'B' – Stabling, approx. 14,000 sq. ft.; Block 'C' – Riding School, approx. 7,500 sq. ft.; Block 'D' – Veterinary Lines, approx. 2,000 sq. ft.

Applications for tender documents should be made to the Department of the Environment, 71-73 Southwark Street, London, S.E.1, and not later than Friday, November 27, 1970

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1970, but any later changes known to have come into operation are shown. £2 (*by post* £2 1s. 6d.)

Government publications can be purchased from the Government Bookshop in London (post orders to P.O. Box 569 S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through booksellers.

HMSO

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected Components				Total	Selected Components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963 26,758	1963	1963 21758	1963 20,087	1963 20,087	1966 11,372	1963 4,907	1963 1,070	1963 994	1963 944	1963 1,752	Series in £ million			
1964	105	108·3	107	107	103	..	117	113	120	124	113	640	411	93	46
1965	108	111·7	115	114	105	..	121	124	119	127	117	385	263	47	31
1966	110	113·2	122	121	108	100	124	128	115	128	125	254	143	25	17
1967	112	113·9	127	126	110	101	133	124	122	138	142	184	–37	13	22
1968	116	119·8	135	135	112	104	140	130	143	145	142	157	23	75	41
1969	117	122·9	143	142	113	103	135	135	146	130	130	276	194	–17	36
1968															
3rd quarter	116	120·7	135	135	112	103	138	129	143	142	138	88	53	13	9
4th quarter	118	122·3	138	138	113	104	145	146	159	143	139	116	46	25	20
1969															
1st quarter	115	121·8	140	138	111	102	132	124	136	135	134	96	104	1	9
2nd quarter	116	123·3	141	141	113	104	133	136	145	129	127	65	33	– 3	—
3rd quarter	118	123·2	143	144	113	103	136	141	152	130	128	23	–12	– 6	10
4th quarter	119	123·5	147	146	114	103	136	140	152	127	131	92	70	– 9	16
1970															
1st quarter	117	123·7	149	148	114	103	132	138	140	115	131	–25	45	– 7	–41
2nd quarter	119	122·8	154	153	116	104	140	145	156	120	136	68	33	8	7
3rd quarter		123·9				105									26
1970															
March		125·1				103									
April		124·9				103									
May		120·6				105									
June		123·0				105									
July		122·5 p				104									
August		124·2 p				105									
September		124·9 p				104									

	Orders	Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries orders on hand (end period)	Retail price Index		Wholesale price index non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports§	
	at 1963 prices	Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m. in base year	Dec. 1963	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963 4,983	1963 4,365	series in £ million
1964	119	107·0	3·3	103·9	101·9	148·6	362	221	24,566	114	105	–395
1965	123	112·1	4·8	106·8	104·6	157·9	308	265	24,785	115	113	– 77
1966	118	116·5	3·9	110·2	107·3	168·5	323	255	24,834	119	122	43
1967	108	119·4	2·5	108·4	108·2	175·3	512	174	24,475	129	126	–312
1968	108	125·0	4·7	120·5	112·4	187·3	541	188	24,331	159	150	–319
1969	117	131·8	5·4	125·0	115·9	197·4	535	200	24,308	167	169	416
1968												
3rd quarter	104	125·7	5·6	119·3	112·8	187·7	547	189	24,292	161	154	– 27
4th quarter	108	127·2	5·6	120·4	113·1	191·0	532	202	24,348	160	159	– 63
1969												
1st quarter	111	129·7	6·2	122·3	114·1	194·7	532	198	24,364	163	159	13
2nd quarter	119	131·8	5·4	124·2	115·1	195·6	519	202	24,340	169	167	76
3rd quarter	116	132·0	5·0	126·1	116·5	197·8	547	200	24,268	168	173	153
4th quarter	117	133·7	5·1	127·3	118·0	201·6	544	199	24,258	169	177	174
1970												
1st quarter	119	136·2	5·0	130·1	120·6	209·0	561	192	24,280	172	180	153
2nd quarter	123	139·5	5·8	129·2	123·6	213·8	563	187		183	182	53
3rd quarter	123 p	141·1	6·9	126·9 p	125·7 p	219·0	592	185		177	174	
1970												
April	119	139·1	5·6	130·4	122·9	211·8	567	188		180	187	
May	119	139·5	6·1	129·3	123·6	214·3	560	187		176	174	
June	123	139·9	5·9	128·0	124·2	215·4	561	187		192	185	
July	123 p	140·9	6·7	127·5	125·0	217·1	593	186		143	185	
August	125 p	140·8	6·8	126·1	125·7	219·3	593	184		195	140	
September	123 p	141·5	7·0	127·1 p	126·2 p	220·5	589	187		192	199	
October				126·0 p	126·7 p		576	184		190 p	206 p	

† Not seasonally adjusted. (§) The figures up to and including 1969 are after adjusting for special factors affecting the recording of exports.

General assessment of the economic situation

(From the article on the Economic Situation prepared by HM Treasury and to be published in 'Economic Trends', November 1970).
Note: *Unless otherwise stated, this report is based on seasonally adjusted data.*

OVER THE next six months the upward trend of output in the economy as a whole is expected to be broadly in line with the estimated underlying rate of increase in productive potential. An important expansionary force will be consumers' expenditure; with the growth of real personal disposable income, the upward trend in such expenditure should continue. Among the other components of demand, exports are also expected to rise. Public consumption should show a modest rate of increase, as should the aggregate of fixed investment, with public authorities' investment, private housebuilding and investment in shipping the more buoyant sectors. Given this prospect for demand and output, and given also the continuing rapid rise of costs and prices, the Chancellor of the Exchequer stated in the debate on public expenditure and taxation on November 4 that 'it would be wrong to take any steps likely to increase further the pressure of demand'.

The measures announced earlier by the Chancellor on October 27 were designed primarily to set in motion structural changes in the role of public expenditure and taxation in the economy; so far as demand is concerned, they are expected to have a broadly neutral effect in the financial year 1971-1972. The impact on demand of reduction in the rate of growth of the public expenditure programmes will be approximately offset by the stimulus given to personal consumption by the reduction in the standard rate of income tax. The reduction in the rate of corporation tax is likely to improve the financial position of the company sector by about £60 million in the current financial year and by about £90 million in 1971-72; the liquidity effects of the switch from investment grants to the new system of depreciation allowances will not start to arise until towards the end of 1971-72.

Firm figures for the growth of the money supply and domestic credit in the September quarter are not yet available; but it is already clear that the rapid rate of monetary expension of the June quarter did not continue. Preliminary indications are that the rise in the money supply in the September quarter was relatively modest, given that there was an exceptionally large gilt-edged stock of redemption during the quarter. To underline the determination of the authorities to maintain a tight monetary policy, the Bank of England made a further call on October 29 for Special Deposits of 1 per cent from the London Clearing Banks and ½ per cent from the Scottish Banks, bringing the totals of Special Deposits outstanding to 3½ per cent and 1¾ per cent respectively. The background to the call was that the restricted lending of the Clearing Banks, even after the small fall in the month to mid-October, was some 4 per cent higher than in mid-March, partly as a result of an increase in personal lending, while the liquidity of these banks was high for the time of year.

The pattern of the recorded figures of national income and expenditure is likely to be distorted by the effects of the July dock strike. A preliminary estimate of consumers' expenditure shows an increase in the third quarter over the second quarter level, although at a slower rate than the exceptionally large increase in the second quarter. The volume of retail sales was about ½ per cent higher in the three months July-September than in the preceding three months. New car registrations rose by 6 per cent over the same period.

It is too soon to say what movement in real personal disposable income accompanied the increase in personal consumption in the third quarter; average earnings in the third quarter were more than 3 per cent higher than in the second quarter and, despite the influence of favourable seasonal factors, retail prices (not seasonally adjusted) also rose, by about 1 per cent between the two quarters. The average rate of settlement (not seasonally adjusted) becoming effective for manual workers has been rising since the second quarter of 1969 and in the third quarter of 1970 was about 11 per cent.

In the labour market, the number of unemployed, after rising sharply between June and July, was little changed in the succeeding two months and fell back in October to a level of 15,000 higher than in June. Part of the increase in July was the result of higher registrations of students than in previous years, and the start of the current academic year was probably responsible for at least part of the fall in October. The movements in unemployment and vacancies in the late summer may be interpreted as showing no clear trend. The decline in the indices relating to the labour market in manufacturing – including employment and overtime working – has, however, continued.

The provisional estimates of industrial production in July and August show little change over the average rate for the first six months of the year; and, within the total, this was also true of manufacturing production. The replies to the CBI Survey of Industrial Trends for October may also be interpreted as indicating that manufacturing output has been fairly level in June-September with the possibility of some increase in the next few months. As regards investment, the balance of firms expected to authorize more expenditure on plant and machinery shows a fall from the level of June. The CBI interprets the latest findings to suggest a small fall in manufacturers' investment next year, but the results are also broadly consistent with the official investment intentions inquiry published in September which suggested no large change next year as compared with 1970.

The external position

The value of exports of manufactures by the 11 main manufacturing countries is estimated to have increased at an annual rate of some 12 per cent between the second half of 1969 and the first half of 1970. This was slightly faster than the average over the past decade but slower than between 1968 and 1969, when the rate of increase was 17 per cent. An important factor in the continued growth of trade so far this year has been the acceleration of the rate of increase of imports into the Continental EFTA countries and the EEC countries, reflecting the high level of activity in these countries and also the strong increase in German imports following revaluation. United States imports rose at an annual rate of around 10 per cent between the second half of last year and the first half of this year, more slowly than those of most of the other main industrial countries.

The increase in the value of trade owed much to a continued fast rise in the export prices of manufactured goods: preliminary estimates indicate that prices of manufactured exports from the main manufacturing countries increase at an annual rate of some 6 per cent between the second half of 1969 and the first half of 1970. The rate of growth of the volume of exports of manufactures thus appears to have been about two-thirds as great as the long-term trend rate of 9 per cent. During the next year the general expectation is that activity in the United States will be rising at an annual rate close to the long-run average.

The value of United Kingdom exports of manufactures grew at an annual rate of more than 3 per cent between the second half of 1969 and the first half of 1970. Within the total, the United Kingdom's percentage share of exports of manufactures by the main manufacturing countries, which remained virtually unchanged between 1968 and 1969, has shown some decline in the first six months of this year. The series, however, has been subject to considerable short-term fluctuations. United Kingdom exports have suffered from supply difficulties, especially in the motor industry. The volume of exports of machinery has shown little increase this year, although the volume of export orders on hand in the engineering industries has been increasing: at the end of June orders on hand were 12 per cent higher than a year earlier.

The trade figures in October were again affected by the making-good of the backlog of shipments held up by the dock strike in July. Exports by value were £749 million f.o.b. and were more influenced than imports (c.i.f. excluding United States military aircraft) which totalled £788 million; the surplus on visible trade was £27 million. Much of the backlog of exports seems to have been recovered but it is likely that there are more arrears of exports still to come than of imports. In the four months July-October, exports were the same as in the preceding four months, despite the low August figure. It is clear that exports to Western Europe have continued to rise in recent months and there has been an increase also in exports of machinery. The figures thus suggest an underlying upward trend in total exports.

United Kingdom trade in October

SUMMARY

Visible trade balance

IN OCTOBER there was a surplus on visible trade of £27 million, seasonally adjusted and excluding United States military aircraft.

Both the import and export figures continue to be affected by the making-good of the backlog of shipments held up by the dock strike in July, but in October this influence was greater on the export figure. Arrears of imports are probably small and less than the remaining backlog of exports.

Table 1A

Seasonally adjusted values — £ million per month

	Exports fob§	Imports cif		Visible trade balance§†
		Total	Excluding US military aircraft, etc.	
1968	547 (536)	658	646	- 44 (- 55)
1969	615 (612)	693	677	- 7 (- 10)
1968 1st quarter	532 (521)	647	641	- 47 (- 57)
2nd quarter	516 (506)	642	633	- 64 (- 74)
3rd quarter	562 (551)	666	654	- 37 (- 48)
4th quarter	578 (567)	678	657	- 31 (- 42)
1969 1st quarter	577 (565)	676	659	- 30 (- 41)
2nd quarter	608 (596)	700	678	- 16 (- 28)
3rd quarter	631 (637)	695	680	+ 10(+16)
4th quarter	645 (648)	700	693	+ 9 (+13)
1970 1st quarter	656	714	712	+ 9
2nd quarter	662	758	755	- 29
3rd quarter	634	734	733	- 29 p r
May	633	730	727	- 31
June	672	797	792	- 48
July	675	595	595	+134 p
August	508	809	809	- 228 p
September	724 r	795 r	795 r	+ 8 p r
October p	749	791	788	+ 27 p
May-July	660	707 ‡	705 ‡	+ 19 ‡
August-October p	660	798 ‡	797 ‡	- 64 ‡

† Excluding transactions relating to US military aircraft financed by Exim bank credit. (See Note 2 (b))

§ The figures for 1968 and 1969 ara after adjusting for special factors affeeting the recording of exports: figures excluding the adjustments are shown in brackets.

‡ These three-monthly comparisons are greatly distorted by the effect of the dock strike on the run of monthly figures.

Table 1B. Three-monthly averages‖

Seasonally adjusted values — £ million per month

1969 November	640	695	686	+13
December	645	700	693	+ 9
1970 January	653	698	694	+19
February	647	704	702	+10
March	656	714	712	+ 9
April	662	732	729	- 5
May	661	736	734	- 12
June	662	758	755	- 29
July	660	707	705	+19
August	618	734	732	- 47
September	634	734	733	- 29
October	660	798	797	- 64

‖ Average of month shown and two preceding months. (See Note 2 (c))

Exports and imports

In October, exports totalled £749 million fob seasonally adjusted and imports were £788 million cif seasonally adjusted and excluding United Stated military aircraft. The distortions to the monthly figures continue to make the three-monthly comparisons misleading.

Invisibles

The surplus on invisibles is estimated by the Central Statistica Office to have been running recently at rather over £40 million a month.

General comment

In the four months July-October, which have been affected by the distortions produced by the dock strike, there was a deficit on visible trade averaging £15 million a month. The precise trends in imports and exports are still uncertain. But it is clear that the current account has continued in substantial surplus.

Table 1C

Recorded values — £ million per month

	Exports fob*	Imports cif	
		Total	Excluding US military aircraft, etc.
1968 1st quarter	522·3	665·1	658·6
2nd quarter	522·3	646·1	637·6
3rd quarter	524·3	649·3	636·9
4th quarter	575·7	672·0	650·8
1969 1st quarter	555·5	687·2	670·9
2nd quarter	618·8	706·0	684·1
3rd quarter	611·3	676·7	661.2
4th quarter	660·8	701·7	694·1
1970 1st quarter	649·5	715·4	713·5
2nd quarter	688·0	785·0	781·8
3rd quarter	608·5 r	719·3 r	718·8 r
August	456·2	737·2	737·0
September	672·9 r	796·2 r	795·4 r
October p	717·5	823·4	821·0

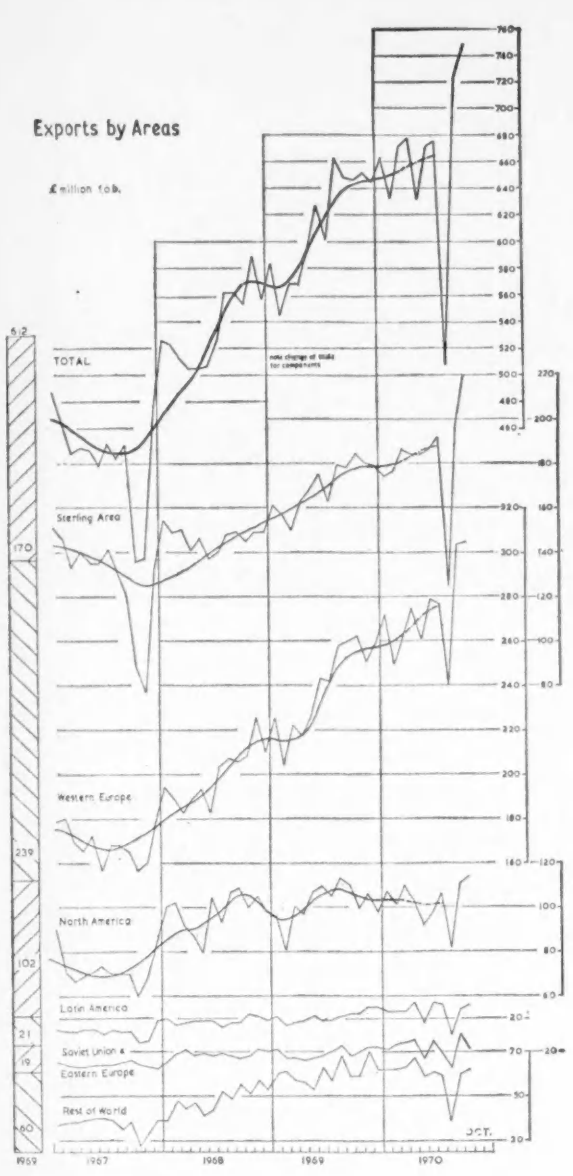
* No adjustment has been made in this table for special factors affecting the recording of exports.

Table 2. Exports: Areas† *(See chart on opposite page)*

Seasonally adjusted areas — £ million fob per month

	Total	Sterling Area	Western Europe			North America	Latin America	Soviet Union & Eastern Europe	Rest of World
			Total	EEC	EFTA				
1969	612	170	239	128	90	102	21	19	60
4th quarter	648	181	257	139	96	102	24	21	64
1970 1st quarter	656	180	262	139	102	107	23	23	63
2nd quarter	662	184	272	144	106	98	24	22	62
3rd quarter	634	171	271	145	103	100	21	20	52
August	508	125	240	133	90	82	13	13	39
September	724	196	303	158	118	111	24	28	60
October p	749	219	304	164	114	114	26	21	62
May-July	660	186	272	144	105	99	23	20	59
Aug.-Oct. p	660	180	282	152	107	102	21	21	54

† No adjustment has been made in this table for special factors affecting the recording of exports.



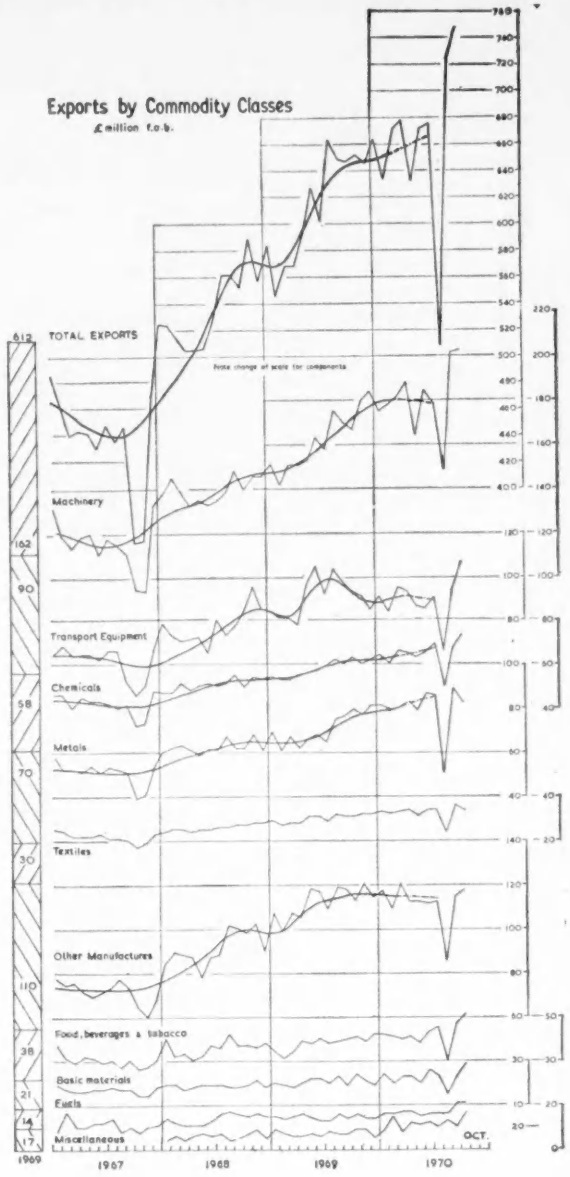


Table 3. Exports: Commodity classes†

Seasonally adjusted values

£ million f.o.b. per month

	Total	Food beverages and tobacco	Basic materials	Fuels	Manufactures									Miscellaneous
						Machinery and transport equipment								
					Total	Total	Machinery	Road motor vehicles	Other transport equipment	Chemicals	Metals & misc. metal manufactures	Textiles	Other manufactures	
1969	612	38	21	14	521	253	162	66	24	58	70	30	110	17
4th quarter	648	41	21	15	552	266	179	66	24	62	79	32	115	18
1970 1st quarter	656	41	22	16	555	266	178	70	22	63	80	33	115	21
2nd quarter	662	41	23	16	562	270	179	67	22	64	83	33	112	22
3rd quarter	634	41	20	17	532	261	176	64	16	61	75	31	104	21
August	508	30	15	16	424	216	149	50	13	50	51	24	85	23
September	724	47	23	21	607	299	201	71	19	67	89	36	114	21
October p	749	51	29	21	613	308	202	79	25	73	83	34	117	27
May-July	660	42	23	16	559	265	176	68	18	66	84	33	112	21
August-October p	660	43	23	19	548	274	184	67	19	63	74	31	105	23

† No adjustment has been made in this table for special factors affecting the recording of exports.

(*Continued on next page*)

UK TRADE, *continued*

The dock strike

The after-effects of the dock strike in July continue to influence the export and import figures.

The high export figure in October reflects further making-good in the delay to the movement of goods.

For imports there was also some further inclusion of arrears, though at a lower rate than in August and September.

The low imports in July appear to have been substantially balanced by early arrivals in June and by increased arrivals over the last three months. Much of the backlog of exports seems to have been recovered but it is likely that there are more arrears of exports still to come than of imports.

Exports

Exports in October totalled £749 million fob, seasonally adjusted. In the four months July-October, exports averaged £664 million a month, the same as in the preceding four months, despite the low August figure. Within the broad area and commodity patterns of trade it is clear that exports to Western Europe have continued to rise in recent months. Exports of machinery have also risen. The figures thus suggest an underlying upward trend in total exports.

Imports

Imports in October were £788 million cif seasonally adjusted and excluding United States military aircraft. The recent trend is still somewhat uncertain but the position is becoming clearer. Over the last four months, which includes the low July total and the high figures for the three following months, imports averaged £747 million a month, much the same as the rate of £749 million a month in the preceding four-monthly period. But for the strike, it seems likely that there would have been some slight increase in imports. Among the main commodities, arrivals of fuel and finished manufactures have tended to rise.

Import deposits

It is announced by HM Customs that gross receipts of import deposits in October were £54 million; repayments were £93 million.

Other factors in the trade balance

The net adjustments to the seasonally adjusted figures to derive the visible trade balance (explained in greater detail in Note 2 (a), amounted to a credit of £66 million in October compared with £79 million in September.

Visible trade balance

There was a surplus on visible trade in October of £27 million, seasonally adjusted and excluding United States military aircraft. This was influenced by the greater making-good during the month of delayed exports than of imports. In the four months July-Octoberr the trade deficit averaged £15 million a month. There is still a greate) backlog of exports than of imports to be made up.

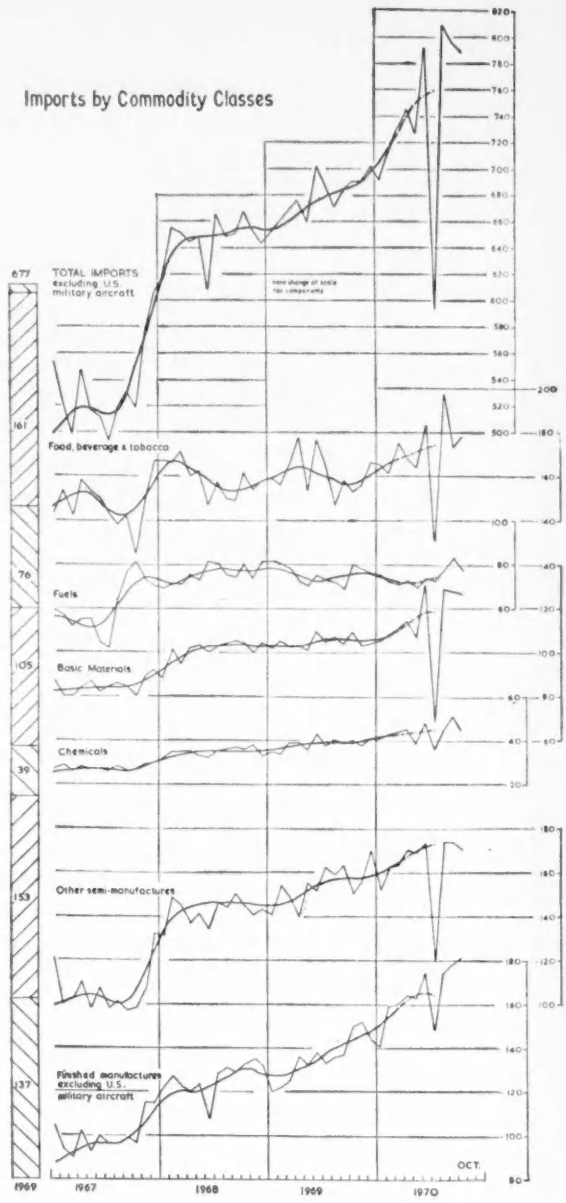


Table 4. Imports: Commodity classes

Seasonally adjusted values

£ million cif per month

	Total	Total, excluding US military aircraft, etc.	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures		Miscellaneous
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft, etc.	
1969	693	677	161	76	296	104	39	153	153	137	7
4th quarter	700	693	158	78	303	105	40	158	156	149	7
1970 1st quarter	714	712	168	74	309	107	43	159	155	153	9
2nd quarter	758	755	171	73	332	118	44	171	170	167	10
3rd quarter	734	733	168	79	307	108	44	156	168	167	9
August	809	809	198	78	348	129	45	174	175	174	8
September	795	795	173	83	352	128	51	174	178	178	8
October p	791	788	178	78	343	127	45	171	184	181	9
May-July	707	705	159	72	298	102	41	154	165	162	10
August-October p	798	797	183	80	348	128	47	173	179	178	8

Mr. Leonard H. Dale, managing director of Dale Electric of Great Britain Ltd., signing a contract for the supply of Dorman Diesel Ltd. engines, witnessed by Mr. Peter S. Jessop, the engine manufacturers' general sales manager. The contract is to the value of £346,000 for the supply of engines, which will power a range of Dale's generating plants, in the coming year. The order represents a part of Dale's requirements for Dorman engines in 1971 and follows a similar 1970 order. As Dale exports 70 per cent of their production, a large proportion of the order will finally be installed overseas, as so far this year, in 44 weeks, Dale's overseas sales are 80 per cent higher than over the same period last year. Orders received this year cover many projects for the communication industry including one for GEC/AEI Telecommunications Ltd., to supply a complete power supply system as part of the new 'turnkey' Micro Wave System for Guyana.

Current account

In addition to visible trade, the current account of the balance of payments includes net invisible earnings. These are estimated by the Central Statistical Office to have been running recently at rather over £40 million a month. During 1969 they averaged £46 million a month and in the first half of this year £44 million a month.

The third element making up the full account is the payment for United States military aircraft. These payments, which differ from the value of arrivals, averaged £2 million a month in the second half of 1969 and were negligible in the first half of this year. Payments in October were nil.

NOTES:

1. Detailed particulars of United Kingdom imports and exports

(*Continued on next page*)

Table 5. Imports: Areas

Seasonally adjusted values

£ million cif per month

	Total	Total excluding US military aircraft, etc.	Sterling Area	Western Europe	North America		Latin America	Soviet Union and Eastern Europe	Rest of World
					Total	Excluding US military aircraft, etc.			
1969	693	677	200	252	137	121	30	28	46
4th quarter	700	693	204	260	131	124	29	25	49
1970 1st quarter	714	712	202	269	146	144	26	28	46
2nd quarter	758	755	205	279	167	164	29	30	48
3rd quarter	734	733	207	278	145	144	26	28	52
August	809	809	252	285	165	165	28	27	56
September	795	795	210	304	148	147	38	35	61
October p	791	788	216	297	156	154	27	36	56
May-July	707	705	192	266	153	150	25	27	47
August-October p	798	797	227	295	156	155	31	33	58

UK TRADE, *continued*

will be published on November 26† and further analysis of the figures will be found in the form of tables in the monthly *Report on Overseas Trade*‡ for December, due to be published on or about December 30.

2 (a) Visible trade balance

The figures for the visible trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together.

The visible trade balance is obtained by making a number of adjustments to the figures recorded in the monthly Trade Statistics. Some are valuation adjustments, the principal of which is the deduction from the import figure of freight and insurance costs. The other adjustments relate to coverage, either to bring in items not in the Trade Statistics (for example on the import side ships built and delivered abroad direct to United Kingdom owners) or to remove items which are in the Trade Statistics (mainly returned goods and goods for processing and repair). These adjustments are described in greater detail in the annual 'Pink Book', 'United Kingdom Balance of Payments 1970' (Table 8 and pp. 68-71).

A run of recent figures summarizing the adjustments is given in table below:

† Overseas Trade Statistics of the United Kingdom, October 1970, HMSO, price £1 10s. 0d. (Annual subscription £19 4s.).
‡ Report on Overseas Trade, published by HMSO price 6s. (Annual subscription £3 16s.).

2(b) Purchase of United States military aircraft

The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of United States military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments accounts is shown in the quarterly balance of payments statistics published in *Economic Trends*.

2(c) Three-monthly averages of trade figures

The sequence of individual monthly figures, even when seasonal influences have been allowed for, is usually too variable to give a satisfactory indication of the underlying trend. One simple method of securing a better guide to underlying movements is to take averages of three months. These averages, for the month in question and the two preceding months, are given in Table 1B and are referred to in the commentary on the figures. The averages are still sensitive to irregular movements in the monthly figures and to special influences, though they are markedly less variable than the monthly figures. More elaborate estimates of trend can be constructed, but the three-monthly average gives a quite good short-term guide and has the merit of simplicity.

2(d) Recording of exports

For an account of special factors affecting the recording of exports and net figures of adjustments on this account up to October of last year, see the article on United Kingdom in April on page 1392 of the *Board of Trade Journal* for May 20, 1970.

Calculation of visible trade balance (Note 2 (a))
Seasonally adjusted values

£ million per month

	Exports			Imports (excluding US military aircraft, etc.)				Visible Trade Balance§
	Overseas Trade Statistics basis§	Coverage adjustments	Balance of Payments basis§	Overseas Trade Statistics basis	Freight, insurance and other valuation adjustments	Coverage adjustments	Balance of Payments basis	
	(fob) (1)	(2)	(fob) (3)	(cif) (4)	(5)	(6)	(fob) (7)	(8)
1968	547	-24	523	646	-66	-13	567	- 44
1969	615	-27	588	677	-68	-14	595	- 7
1st quarter	577	-26	551	659	-68	-10	581	- 30
2nd quarter	608	-30	578	678	-68	-16	594	- 16
3rd quarter	631	-24	607	680	-68	-14	597	+ 10
4th quarter	645	-27	618	693	-68	-16	609	+ 9
1970 1st quarter	656	-26	630	712	-71	-19	621	+ 9
2nd quarter	662	-28	634	755	-76	-16	662	- 29
3rd quarter	634	-25	610	733	-79	-14	639	- 29
May	633	-25	608	727	-72	-16	639	- 31
June	672	-27	646	792	-82	-17	694	- 48
July	675	-23	652	595	-64	-13	518	+134
August	508	-25	483	809	-87	-10	712	-228
September	724	-28	696	795	-86	-20	688	+ 8
October	749	-32	717	788	-83	-16	690	+ 27

Figures in columns 3 and 7 are the result of applying the respective adjustments to columns 1 and 4. Column 8 is the difference of columns 3 and 7. Components and totals throughout are rounded independently.
§ The figures for 1968 and 1969 are after adjusting for special factors affecting the recording of exports (see Table 1A).

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Recording of exports

IT WAS ANNOUNCED in June last year that investigations had shown some under-recording of exports. This has arisen from the failure of some exporters and agents to lodge documents with Customs in accordance with their legal obligations. Remedial measures were instituted which included a comprehensive check of documents against ship and aircraft manifests and the sending of reminders to traders who had not sent in documents. By November last year these measures had resulted in the reduction of under-recording to a negligible level. However, results of the checks now available for the early part of this year show that some shortfall has re-emerged. It has been decided that changes in the procedure for the lodgment of export documents with Customs will be made and this was announced by the Secretary of State for Trade and Industry in the House of Commons on November 16 (*See page* 301).

Announcement of under-recording in 1969

A full account of the discovery and announcement last year of the under-recording of exports was given in the *Board of Trade Journal* of September 10, 1969. The under-recording, by about 2 per cent in 1968 and early 1969, was the result of two factors. First, there was the failure by some traders to lodge documents to the extent of about 3 per cent. Secondly, the values shown on the documents were not always on the basis prescribed and this led to a net over-valuation of about 1 per cent, which partially offset the under-lodgment of documents.

Remedial measures by Customs

To establish which documents had not been lodged and to follow up instances of missing documents, it was necessary for Customs to institute a complete check of export documents against ship and aircraft manifests. This has been a very large operation, since there are some half million export entries a month. Results of the checks are discussed below.

To remedy the errors of over-valuation, sample checks of documents were made and the values verified against those shown on invoices supplied by traders. Incorrect declarations were drawn to the attention of exporters and agents and after a few months the bias towards over-valuation was eliminated. A continuing small sample check is being maintained.

Results of the manifest checks

Under the system of recording exports in operation hitherto, traders have not generally been required to lodge documents (i.e. pre-enter) before the ship sails; they have been allowed a period of grace of up to six days after sailing for the lodgment of documents. In practice the average delay in submission has been two weeks and a proportion has been received considerably later. It has been found necessary to defer the checking of documents lodged against manifests until about two a a half months after sailing in order to keep down the number of queries raised with traders about missing documents. Some 30,000-40,000 queries have been sent each month concerning documents which were not accounted for. Where the response was unsatisfactory it was necessary to follow up with further inquiries, though this was possible only in alternate months owing to the already heavy claims on manpower of the checking operation. Results of the checks for each month's sailings have inevitably been slow to complete because of the time required to follow up as far as practicable replies to queries. It has, in consequence, not been possible to make a final assessment of the results for each month until some six months later.

In arriving at an assessment of the extent of under-recording which remains after the checks and reminder action, a number of factors have to be allowed for. One is that some of the entries on ship manifests relate to goods of no commercial value for which documents need not be lodged. A second is that for some goods exported duplicate documents are wrongly fancied. A third, quite substantial, factor is that it is not possible to match all the documents which have been received against items on manifests, on account, for example, of incomplete or differing descriptions on either the manifests or the documents. For these reasons it is difficult to arrive at a precise figure of the under-recording of the total export trade. There is, moreover, no information which would allow estimates to be made of the effect of under-lodgment on the area and commodity pattern of trade.

By May this year it was possible to assess the results of the manifest checks for the period up to November 1969 and, as was announced, these showed a decline in under-recording after the institution of the checks to a level which by November had become negligible. It had been hoped that this satisfactory position would be maintained, but results now available for exports up to April this year show some under-lodgment of documents for each month, amounting on average to about 2 per cent of export consignments. It seems clear that under-recording has re-emerged as a continuing feature. The results so far available show some variation month by month but no tendency for under-recording to grow or diminish.

Importance of accurate export statistics

The figure for the total value of exports is a major element in the calculation of the current account of the balance of payments which indicates how the nation is paying its way on current transactions in goods and services. An under-statement of exports of 2 per cent causes the current account of the balance of payments to be unfavourably affected by something over £150 million at an annual rate. The record of trade for particular commodities and with individual countries is also affected (but to an unknown extent) by under-recording which could seriously detract from the commercial value of the statistics.

Introduction of pre-entry system of recording exports

The Government regard it as unacceptable that the record of exports should be deficient and subject to the uncertainty indicated by the results of the manifest checks. Consideration has been given as to how to ensure accurate figures and it is intended to institute as soon as practicable a system of pre-entry, whereby exporters will give the customs details of exports before they are loaded on the ship or aircraft.

At present pre-entry is required in respect of certain exports, such as whisky and other goods under revenue control, accounting for about a fifth of all consignments. During the last war pre-entry was required for all goods but this was progressively relaxed in stages up to the end of 1963. The introduction of comprehensive pre-entry does not in itself involve the completion of new forms, only of certain and prompt submission of existing forms. Systems of pre-entry for exports are in common use abroad among industrial countries.

Consultations will be held with the interests concerned to work out suitable arrangements designed to place the minimum burden on traders consistent with the over-riding requirement of accurate recording.

Allowance in the statistics for under-recording

The figures on pages 314-318 on October trade do not contain an allowance for under-recording. They are on the basis as compiled by Customs and comparable with recently published figures. Allowance for under-recording will be made by the Central Statistical Office in the balance of payments figures to be issued early in December and future announcements on trade will give guidance about the effect of under-recording on the trade statistics.

Business Monitor

THE FOLLOWING TITLES and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

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A complete list of titles of Business Monitors was last published in the *Board of Trade Journal* on September 23, page 620.

Cinema admissions and takings in August

DURING AUGUST, counted as a four week period, the weekly average of admissions to cinemas in Great Britain was 4.47 million and the weekly average of gross box office takings was £1.35 million.

Shipping movement at United Kingdom ports

Foreign and coasting trade movement during July 1970

THE TOTAL NET TONNAGE of vessels in the foreign trade which entered and cleared United Kingdom ports with cargo during July 1970 amounted to 17,754 thousand net registered tons: this was 7·2 per cent less than the corresponding month of 1969. Commonwealth vessels accounted for 8,009 thousand nrt.

During the first seven months of 1970 the total net tonnage of vessels entering and clearing United Kingdom ports with cargo amounted to 120,075 thousand nrt, an increase of 4·8 per cent over the tonnage for the same period of 1969.

In the coasting trade there was a 7·7 per cent decrease in the total net tonnage of arrivals and departures with cargo during the month of July 1970, and a 2·5 per cent decrease during the first seven months compared with 1969.

Note: net registered tons (nrt)

The net registered tonnage is the measure of the size of a vessel and is normally used in the assessment of light, port and dock dues in the United Kingdom. It is obtained by deducting from the gross register tonnage an allowance for the area occupied by machinery, bunkers, water ballast and crew space.

Definitions

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or vice versa, or from one port to another in the United Kingdom, so long as the vessel has onboard cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having onboard cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise, bullion, specie, or mail, except those loading or unloading only Government stores, bunkers or ship's stores.

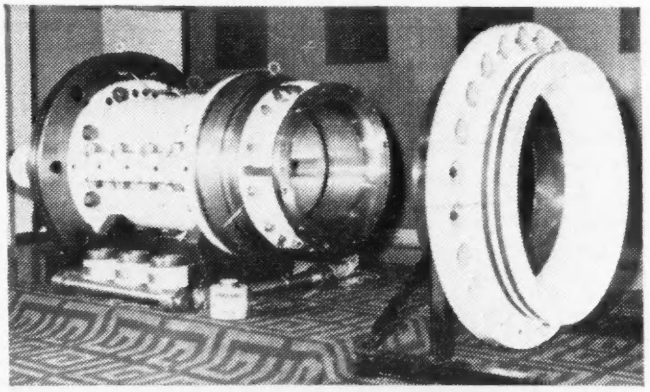
(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ship's stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each subsequent port of call.

Table 1. Shipping movement at United Kingdom ports

Foreign Trade	Entered					Cleared				
		Thousand Net Tons					Thousand Net Tons			
	Number of Vessels	Total	United Kingdom	Other (†) Commonwealth	Foreign	Number of Vessels	Total	United Kingdom	Other (†) Commonwealth	Foreign
With cargo: July 1969	7,281	12,057	4,514	416	7,127	5,778	7,186	3,292	283	3,611
July 1970	5,852	11,755	4,437	408	6,910	4,372	5,999	2,908	256	2,835
Seven months ending July 1969	44,048	74,682	28,051	2,087	44,544	34,195	39,887	17,784	1,344	20,759
Seven months ending July 1970	41,288	77,948	28,247	2,390	47,311	34,804	42,127	18,280	1,778	22,069
In ballast: July 1969	2,221	3,153	1,404	62	1,687	3,774	8,287	2,826	167	5,294
July 1970	2,163	3,441	1,699	93	1,649	3,575	9,039	3,397	287	5,355
Seven months ending July 1969	10,753	15,766	6,645	378	8,743	20,821	48,241	15,802	1,077	31,362
Seven months ending July 1970	11,866	17,031	7,352	484	9,195	18,524	52,056	17,030	1,126	33,900

(†) Includes Irish Republic and South Africa.



The Glacier-Herbert sterngear system that has been incorporated in all three ocean-going car carriers of Uglands Rederi, the Norwegian shipping company. This new sterngear provides a number of innovative features. Maintenance can be carried out without dry dock facilities, and the bearing with both foward and aft seals can be dismantled for inspection while the vessel is afloat and fully loaded. The ships, said to be the largest of their type, each carry 3,100 cars, loading and unloading them via two side ports.

DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports and commodities and, for many of them, the most important countries of consignment.

The information in these statistics is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has about 6,000 commodity headings); there are 188 specified countries for consignment.

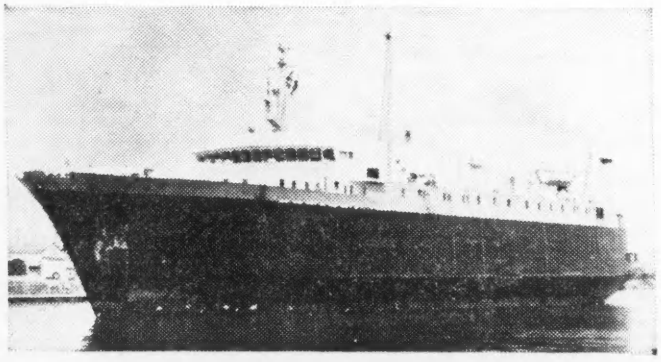
The fully detailed information is not published on a monthly basis but, when circumstances allow HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, Ext 316 or 323 for Imports, or Ext. 314 or 315 for Exports, Telex 99112 CUSEX Southend).

Table 2. Foreign trade entrances and clearances with cargo

Nationality of Vessels	Entered				Cleared			
	July		January-July		July		January-July	
	1969	1970	1969	1970	1969	1970	1969	1970
	Numbers of Vessels							
United Kingdom	2,307	2,032	13,029	12,441	2,113	1,766	11,263	11,430
Other Commonwealth (†)	251	182	1,290	1,304	208	164	1,086	1,231
Foreign	4,723	3,638	29,729	27,543	3,457	2,442	21,846	22,143
Total	7,281	5,852	44,048	41,288	5,778	4,372	34,195	34,804
	Thousand net tons							
Commonwealth								
Registered in United Kingdom	4,514	4,437	28,051	28,247	3,292	2,908	17,784	18,280
Registered in Canada	2	—	2	19	—	—	7	—
Registered in other countries (†)	414	408	2,085	2,371	283	256	1,337	1,778
Total Commonwealth	4,930	4,845	30,138	30,637	3,575	3,164	19,128	20,058
Foreign								
Soviet	138	50	968	689	35	11	255	153
Finnish	95	89	705	841	28	36	259	299
Swedish	576	449	2,864	3,370	272	205	1,463	1,616
Norwegian	1,220	1,246	8,522	8,789	644	396	3,574	3,217
Danish	333	330	1,976	2,042	265	225	1,402	1,389
Polish	34	14	200	175	29	8	126	77
German (Federal Republic)	733	581	4,274	4,502	438	437	2,499	3,615
Dutch	661	707	4,631	4,279	433	347	3,047	2,837
Belgian	272	298	1,545	1,560	315	250	1,497	1,503
French	636	696	3,128	3,708	405	369	1,932	2,035
Spanish	71	31	482	474	53	28	422	410
Italian	164	172	1,012	1,189	20	25	173	185
Yugoslav	7	12	113	160	4	4	39	73
Greek	178	396	1,537	2,289	107	142	621	915
United States of America	342	134	1,704	1,713	332	124	1,539	1,713
Panamanian	205	260	1,246	1,521	14	51	381	473
Liberian	1,192	1,228	7,860	7,851	105	102	691	715
Other	270	217	1,777	2,159	112	75	839	844
Total Foreign	7,127	6,910	44,544	47,311	3,611	2,835	20,759	22,069
GRAND TOTAL	**12,057**	**11,755**	**74,682** g	**77,948**	**7,186**	**5,999**	**39,887**	**42,127**
Trading Areas:								
Irish Republic	944	893	3,940	4,416	867	783	3,385	3,780
Northern Europe (Foreign)	3,386	3,019	21,158	21,434	2,725	2,427	16,714	17,853
Europe (Atlantic) and Western Mediterranean Countries	1,894	1,828	9,757	9,896	1,623	1,344	7,065	7,190
Central and Eastern Mediterranean Countries	1,040	1,070	7,562	8,242	204	111	1,166	1,027
West and South Africa	454	475	3,839	4,165	182	196	1,558	1,606
East Africa, Persian Gulf, India	1,818	2,602	13,277	13,948	217	203	1,358	1,496
Eastern Asia and Islands in the Pacific	233	100	1,448	1,236	132	106	1,057	1,123
Australasia	322	295	2,098	1,977	71	80	972	707
North America (Atlantic Coast)	1,177	947	5,871	8,165	900	575	4,799	5,303
West Indies and Central America (Atlantic Coast)	512	423	3,886	3,283	119	73	857	960
South America (Atlantic Coast)	138	65	970	760	54	44	467	517
South and Central America (Pacific Coast)	8	15	140	188	16	9	131	95
North America (Pacific Coast)	107	13	647	166	61	40	281	382
Other Areas	24	10	89	72	15	8	77	88
Total Commonwealth Countries	3,232	3,580	18,879	20,949	1,655	1,304	8,175	8,319
Total Foreign Countries	8,825	8,175	55,803	56,999	5,531	4,695	31,712	33,808
TOTAL	**12,057**	**11,755**	**74,682**	**77,948**	**7,186**	**5,999**	**39,887**	**42,127**

(†) Includes Irish Repubic and South Africa.

(*Continued on next page*)



The Ocean Steam Ship vehicle carrier mv 'Speedway' inaugurated recently the on/off ferry service between Leith and Gothenburg, designed to cater for the Scottish and Scandinavian industries.

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SHIPPING MOVEMENT, *continued*

Table 3. Foreign trade arrivals and departures at principal ports – January-July

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1969	1970		1969	1970		1969	1970		1969	1970	
	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels
Bristol	1,768	1,427	695	1,821	1,475	729	192	219	236	1,577	1,586	658
Cardiff	808	814	379	1,030	991	483	350	297	221	1,019	941	447
Dover	4,350	4,932	3,634	6,782	7,531	5,993	4,275	4,816	3,475	6,712	7,500	5,976
Felixstowe	1,432	1,649	1,350	1,538	1,754	1,490	1,340	1,659	1,318	1,499	1,736	1,443
Folkestone	276	274	236	744	764	577	222	235	188	725	757	558
Grimsby (including Immingham)	2,640	3,656	1,415	3,065	4,284	1,340	1,144	1,301	1,030	3,072	4,285	1,725
Harwich	4,723	4,973	2,510	5,027	5,304	2,698	4,806	5,136	2,673	5,035	5,404	2,803
Holyhead	1,182	889	769	1,247	952	797	1,119	894	739	1,141	927	773
Hull	3,048	2,647	2,750	3,279	2,925	2,961	1,622	1,419	1,601	3,016	2,780	2,623
Lancaster	1	296	135	24	360	195	18	316	173	20	320	177
Liverpool	7,502	7,868	2,641	8,706	9,117	3,059	3,319	3,608	1,851	8,091	8,641	2,795
London	16,753	17,072	6,694	20,859	21,477	8,418	7,397	7,828	4,891	20,095	21,118	8,633
Manchester	3,063	2,761	1,545	3,252	2,913	1,801	919	945	1,260	2,943	2,612	1,882
Middlesbrough	3,467	3,497	963	4,057	4,143	1,470	1,034	1,063	1,248	3,879	4,002	1,700
Milford Haven	6,557	6,595	248	7,822	8,210	752	1,342	1,686	460	7,666	8,255	692
Newhaven	547	616	693	567	624	709	525	535	581	568	610	696
Newport	898	842	437	1,080	902	533	442	337	429	1,087	928	565
Plymouth	153	99	232	241	167	451	80	69	257	248	227	476
Port Talbot	504	672	232	539	729	345	89	96	290	502	713	425
Southampton	8,660	8,804	1,809	10,794	10,857	2,308	3,548	3,783	1,526	10,775	10,932	2,330
Swansea	491	617	268	1,039	1,169	653	1,213	1,326	933	1,368	1,535	1,002
Tyne Ports	1,118	1,125	778	1,636	1,538	936	706	643	475	1,994	1,863	888
Glasgow	1,709	1,597	653	2,120	1,914	758	1,040	912	426	2,300	2,211	881
Grangemouth	878	943	698	1,150	1,178	818	876	747	542	1,340	1,042	774
Greenock	1,310	2,387	203	1,991	3,010	351	174	1,065	169	1,897	3,169	364
Leith	376	331	477	719	552	595	467	134	280	1,113	470	511
Belfast	1,398	1,426	861	1,482	1,615	965	232	192	297	1,116	1,379	670
Other Ports	5,162	4,560	10,273	6,954	6,745	13,793	3,342	3,165	8,261	7,489	7,276	13,808
TOTAL	80,774	83,369	43,578	99,565	103,200	56,478	42,833	44,424	35,830	98,287	103,219	56,275

Table 4. Coasting trade arrivals and departures at principal ports – January-July

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1969	1970		1969	1970		1969	1970		1969	1970	
	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels
Bristol	725	730	464	995	1,057	1,567	234	274	888	1,138	1,103	1,822
Cardiff	336	344	500	602	645	1,005	122	107	249	579	600	1,009
Cowes	1,388	1,420	6,353	3,050	3,427	13,788	1,287	1,308	5,997	3,045	3,377	13,795
Hull	497	509	182	587	617	412	105	191	223	693	662	598
Immingham	402	289	100	1,137	1,437	771	731	1,150	686	1,139	1,423	824
Lancaster	596	678	764	715	781	1,064	658	751	1,013	714	781	1,046
Liverpool	2,687	2,381	1,894	3,577	3,176	3,176	2,023	1,751	2,285	3,614	3,356	3,316
London	3,527	3,265	2,460	4,537	4,293	3,926	932	1,010	1,583	4,468	4,347	3,940
Manchester	79	125	165	160	195	290	28	43	77	166	202	289
Middlesbrough	61	157	257	873	904	1,072	725	693	534	903	989	830
Milford Haven	307	258	58	2,583	2,287	1,168	2,690	2,667	1,255	2,784	2,714	1,290
Portsmouth	207	228	1,007	1,930	2,349	9,572	52	45	558	1,914	2,346	9,514
Preston	719	634	991	744	688	1,101	689	648	1,004	773	736	1,181
Southampton	2,140	2,034	6,555	4,094	3,597	8,886	3,335	3,247	7,444	3,933	3,850	9,538
Sunderland	140	71	102	678	552	595	510	454	407	655	535	522
Swansea	201	205	353	1,538	1,340	1,933	1,083	797	1,173	1,192	948	1,583
Tyne Ports	417	392	182	1,948	1,624	1,226	972	869	803	1,667	1,490	1,241
Ardrossan	899	814	1,020	986	922	1,250	594	534	960	909	747	1,231
Glasgow	503	686	434	901	930	634	165	205	225	666	670	555
Greenock	783	551	1,195	922	697	1,525	821	507	1,142	981	672	1,486
Stranraer	957	999	845	965	1,008	867	956	997	837	965	1,005	853
Belfast	3,984	3,982	4,586	4,183	4,188	4,938	3,207	3,376	3,766	4,106	4,220	5,141
Other Ports	6,875	6,900	14,870	11,442	11,238	22,629	5,101	4,773	9,003	10,850	10,314	21,711
TOTAL	28,430	27,652	45,337	49,147	47,952	83,395	27,020	26,397	42,112	47,854	47,087	83,315

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Table 5. Shipping movement at United Kingdom ports

	Arrived				Departed			
		Thousand Net Tons				Thousand Net Tons		
	Number of Vessels	Total	Commonwealth (†)	Foreign	Number of Vessels	Total	Commonwealth (†)	Foreign
COASTING TRADE – GREAT BRITAIN								
With cargo: July 1969	6,593	3,647	3,121	526	5,974	3,480	3,026	454
July 1970	6,194	3,376	2,787	589	5,686	3,174	2,604	570
Seven months ending July 1969	40,774	24,001	19,797	4,204	37,721	23,631	19,279	4,352
Seven months ending July 1970	39,800	23,233	18,327	4,906	37,874	22,853	17,575	5,278
In ballast: July 1969	7,815	3,406	2,891	515	7,538	3,313	2,873	440
July 1970	5,672	2,849	2,366	483	6,034	2,875	2,433	442
Seven months ending July 1969	40,944	20,482	16,176	4,306	42,013	19,642	15,817	3,825
Seven months ending July 1970	37,603	20,066	15,096	4,970	39,179	19,567	15,251	4,316
COASTING TRADE – UNITED KINGDOM								
With cargo: July 1969	7,363	4,287	3,653	634	6,623	4,055	3,492	563
July 1970	6,895	3,994	3,295	699	6,258	3,702	3,040	662
Seven months ending July 1969	46,338	28,430	23,520	4,910	41,961	27,020	22,142	4,878
Seven months ending July 1970	45,337	27,652	21,899	5,753	42,112	26,397	20,568	5,829
In ballast: July 1969	7,917	3,482	2,961	521	7,804	3,470	2,994	476
July 1970	5,749	2,872	2,384	488	6,237	2,987	2,512	475
Seven months ending July 1969	41,503	20,717	16,352	4,365	44,137	20,833	16,705	4,128
Seven months ending July 1970	38,058	20,300	15,284	5,016	41,203	20,690	16,008	4,682

(†) Commonwealth and Irish Republic.

Footwear industry: orders and deliveries

IN THE THREE MONTHS ended September 1970 net new orders received by the footwear industry were 4 per cent higher than in the three months ended June 1970; deliveries by the industry were at the same level as those recorded in the period April-June 1970. With net new orders in the period exceeding deliveries, order books at the end of September were 10 per cent higher than at the end of June 1970.

The comparisons given above are based on the seasonally adjusted series in the accompanying table.

Care should be exercised in the interpretation of these statistics, which are available by total pairage only; no allowance is, therefore, possible for the differing values of the various types of footwear. A breakdown of deliveries by types of footwear in pairage terms is published in the Department of Trade and Industry Business Monitor Production Series (Reference P17).

s
Million pair

	Orders-on-hand		Net new orders		Deliveries	
1964	35·8		—		16·8	
1965	39·9		16·8		16·5	
1966	33·9		15·7		16·2	
1967	37·9		16·2		15·9	
1968	41·2		17·0		16·8	
1969	35·2		15·7		16·2	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1969 1st quarter	47·5	41·9	19·1	16·7	17·0	16·5
2nd quarter	48·9	39·3	15·7	15·5	15·2	16·4
3rd quarter	34·6	39·2	11·5	16·1	16·3	16·1
4th quarter	35·2	35·2	16·5	14·5	16·3	15·8
1970 1st quarter	40·1	36·2	17·4	15·7	15·8	15·4
2nd quarter	47·9	38·2	17·5	16·7	14·9	16·1
3rd quarter p	35·4	42·1	12·1	17·4	16·3	16·1
1969 April	50·5	41·7	18·3	16·5	15·3	16·6
May	52·4	41·0	16·8	15·1	14·9	15·8
June	48·9	39·3	12·0	15·1	15·5	16·7
July	42·8	40·4	9·0	17·2	15·1	16·1
August	38·8	39·5	10·6	15·1	14·6	16·1
September	34·6	39·2	15·0	15·9	19·2	16·1
October	34·0	38·3	18·5	15·5	19·1	16·5
November	35·8	37·3	18·8	14·3	17·0	15·3
December	35·2	35·2	12·2	13·6	12·8	15·7
1970 January	32·6	33·7	11·3	13·8	13·9	15·3
February	34·0	32·9	18·4	14·6	17·0	15·4
March	40·1	36·2	22·6	18·6	16·5	15·4
April	46·5	37·1	22·5	18·4	16·1	17·5
May	49·7	37·8	16·7	15·1	13·5	14·3
June	47·9	38·2	13·3	16·7	15·1	16·3
July p	43·0	41·7	10·3	19·7	15·2	16·2
August p	40·7	44·2	12·5	18·8	14·8	16·3
September p	35·4	42·1	13·6	13·7	18·9	15·9

The actual figures have been adjusted to allow for differences in the length of the working months but not for holidays or for any other seasonal variations; the annual and quarterly figures of net new orders and deliveries are monthly averages.

Production in the cotton industry

THE VOLUME of production in the cotton industry (including the processing of man-made continuous filament yarn and finishing) in September 1970 was 1 per cent less than in September 1969.

Statistics issued by the Textile Council show that in the nine months January-September the amount of cloth woven was 5 per cent less than in the corresponding period of 1969. Production of single yarn was 1 per cent more and the amount of yarn doubled was 2 per cent less.

Production in the cotton industry

Annual totals and weekly averages

	Single yarn (†)		Doubled yarn		Processed filament yarn	Woven cloth	
	Cotton yarn (‡)	Spun man-made yarns and mixture yarn, inc. waste	Cotton yarn	Other	Textured yarn (§)	Cotton	Man-made fibre and mixtures
	Million lb.					Million lin. yards	
1963	488·7	127·0	131·4	107·0	..	1,014·1	560·3
1964	508·1	145·9	136·1	120·0	40·7	1,033·1	610·1
1965	484·8	142·5	131·5	120·3	47·5	1,015·0	624·4
1966	455·7	136·2	123·1	110·2	62·2	915·3	616·6
1967	383·8	124·8	108·1	105·2	78·4	745·0	529·8
1968	377·4	148·7	110·0	114·6	113·6	730·7	554·8
1969	366·4	161·3	103·2	134·3	150·5	723·4	588·7
1969 July*	5·3	2·3	1·6	2·1	2·2	9·3	8·2
August	7·1	3·3	1·8	2·6	2·4	14·3	11·1
September	6·0	2·8	1·8	2·4	3·0	12·2	10·4
October*	7·5	3·5	2·1	2·9	3·0	14·7	12·2
November	7·4	3·6	2·1	2·8	3·4	14·8	12·3
December*	6·2	3·0	1·7	2·3	2·7	12·3	10·0
1970 January	7·1	3·5	2·0	2·7	3·3	14·2	11·6
February	7·3	3·5	2·1	2·7	3·5	14·9	11·6
March*	6·7	3·2	1·9	2·5	3·3	13·8	10·3
April	7·5	3·6	2·1	2·7	3·6	15·0	11·1
May	7·2	3·4	2·0	2·7	3·3	14·0	10·7
June*	5·6	2·9	1·6	2·0	2·8	13·9	10·0
July	6·0	2·8	1·6	2·2	2·7	7·9	7·2
August	7·1	3·5	1·8	2·6	3·0	13·5	10·0
September*	6·2	2·9	1·6	2·3	3·1	11·8	9·2

(†) Spun in the cotton industry. (‡) Including yarns wholly of cotton waste and mixture yarns of cotton and cotton waste. (§) Deliveries.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is Aldermanbury House, Aldermanbury, London, E.C.2 (01-606 6699). *The department has 20 local offices in various parts of the United Kingdom. A list is given on page xix of August 19 issue of the* Board of Trade Journal.

Output of the wool textile industry

THE VOLUME of production in the wool textile industry in September was 9 per cent less than in September 1969.

Statistics issued by the Wool Industry Bureau of Statistics show that in the period January-September deliveries of woven fabrics (excluding blankets) were 10 per cent less than in the same period of 1969; deliveries of worsted yarn (excluding semi-worsted yarn) were 4 per cent less. Production of wool and hair tops was 11 per cent less but that of man-made fibre tops was 8 per cent more.

Output of the wool textile industry

	Consumption	Production		Deliveries				
	Raw wool (clean weight)	Tops		Woollen yarn (†)	Worsted yarn (§)	Woven fabrics (excluding blankets) (‡)		Blankets (†)
		Wool and hair	Man-made fibres			Woollen	Worsted	
	Million lb.					Million sq. yds.		
1963	457·8	304·0	42·2	313·1	239·7	176·8	148·6	35·1
1964	418·3	265·2	56·8	325·8	233·3	177·1	148·3	32·9
1965	402·6	247·6	57·1	321·8	227·6	175·3	147·6	32·8
1966	388·2	229·8	62·9	314·7	220·9	168·4	133·9	30·5
1967	359·9	203·1	60·9	304·4	197·6	163·2	131·3	28·7
1968	391·4	213·0	80·2	324·9	216·6	162·4	132·3	32·7
1969	384·6	202·9	93·0	313·6	221·5	155·6	130·6	32·2
1969 1st qtr.	105·4	55·3	23·9	86·3	58·0	37·9	34·9	7·9
2nd qtr.	100·6	52·8	22·7	82·9	57·2	40·8	32·2	10·2
3rd qtr.	84·7	45·7	21·6	66·3	48·9	38·8	29·6	5·6
4th qtr.	93·9	49·2	24·7	78·1	57·4	38·1	33·8	8·5
1970 1st qtr.	92·2	49·6	24·8	74·3	54·1	33·3	31·0	7·5
2nd qtr.	91·9	48·9	25·4	73·9	57·7	36·8	31·1	6·3
3rd qtr.	72·2	38·5	23·2	61·5	48·2	33·8	26·5	6·9
1969 July	30·5	17·9	8·4	22·1	17·1	13·7	10·6	1·3
Aug.	23·0	10·6	5·0	20·5	14·1	11·0	7·9	1·9
Sept.	31·2	17·3	8·1	23·7	17·8	14·1	11·1	2·4
Oct.	33·5	17·4	9·0	27·5	21·2	13·7	11·9	2·7
Nov.	30·5	16·0	8·6	25·3	18·3	12·9	11·3	2·3
Dec.	29·9	15·7	7·2	25·3	17·9	11·5	10·7	3·5
1970 Jan.	31·8	17·5	9·0	25·8	17·8	12·0	10·5	2·8
Feb.	29·8	16·1	7·8	23·8	18·3	10·5	10·0	2·6
Mar.	30·6	16·0	8·0	24·7	17·9	10·8	10·5	2·1
Apr.	32·6	18·0	8·8	25·9	21·2	12·0	10·7	2·3
May	27·6	13·8	7·7	22·4	16·6	11·8	9·4	1·9
June	31·7	17·2	8·8	25·6	19·9	13·0	11·0	2·2
July	26·9	15·8	9·1	19·9	17·8	11·4	9·0	1·7
Aug.	19·8	9·5	5·7	18·3	12·8	10·5	7·2	2·2
Sept.	25·5	13·2	8·4	23·3	17·6	11·9	10·3	3·0

(†) Estimated. (‡) Woven woollen fabrics include fabrics which are mainly woollen by weigh of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components. (§) From January 1969 includes semi-worsted yarn; previously yarn of this type was not separately distinguished and the small quantities involved were divided between the woollen and worsted yarn headings. In September deliveries of semi-worsted yarn were 1·5 million lb.

Exports of wool textile products

	Total	Wool tops		Yarns		Woven Fabrics (‡)		Other wool textile products†
	£m.	£m.	Mn. lb.	£m.	Mn. lb.	£m.	Mn. sq. yds.	£m.
1963	130·87	42·82	96·01	21·27	33·87	63·77	89·26	3·00
1964	131·82	38·39	75·15	22·09	32·12	67·23	89·42	4·11
1965	122·07	28·98	64·00	20·51	30·20	68·00	88·78	4·59
1966	116·29	28·68	62·66	20·06	29·50	63·86	81·18	3·69
1967	103·79	22·54	51·41	18·04	27·70	59·84	75·64	3·37
1968	114·80	23·94	56·08	20·44	31·62	66·14	83·03	4·28
1969	125·41	26·55	57·35	23·32	35·45	71·08	83·07	4·45
1968								
1st qtr.	26·59	5·66	14·33	4·53	7·09	15·33	19·84	1·07
2nd qtr.	28·46	6·43	14·71	4·69	7·19	16·29	20·30	1·05
3rd qtr.	29·84	6·24	14·04	5·03	7·75	17·54	22·03	1·03
4th qtr.	29·92	5·61	13·00	6·19	9·59	16·98	20·86	1·14
1969								
1st qtr.	28·13	6·05	13·37	5·39	8·28	15·69	19·10	1·00
2nd qtr.	33·24	7·92	17·00	5·95	8·89	18·33	21·12	1·05
3rd qtr.	32·52	6·85	14·40	5·94	8·91	18·54	21·84	1·20
4th qtr.	31·52	5·73	12·59	6·06	9·36	18·53	21·02	1·20
1970								
1st qtr.	28·94	5·49	12·45	6·01	8·93	16·59	18·78	0·85
2nd qtr.	30·81	5·73	12·83	6·35	9·61	17·94	18·96	0·79
3rd qtr.	28·84	5·33	11·90	5·26	7·80	17·46	18·42	0·80

(†) Wool or other animal hair, carded or combed; felts, wholly or partly of wool; blankets travelling rugs; woollen and worsted fents; and other made-up textile articles, not individually specified in the Export List, of sheeps' or lambs' wool or fine animal hair.

Other commodities of, or containing, wool or animal hair not included in the above table; sheeps' or lambs' wool and fine or coarse animal hair not carded or combed; noils, rags and other waste; carpets; garments; smallwares; knitted or crocheted fabrics; woven fabrics predominantly of man-made fibres containing sheeps' or lambs' wool or fine animal hair.

(‡) Excluding mechanical cloths from January 1970.

Deliveries and orders in the engineering industries

PROVISIONAL FIGURES of deliveries, production and orders in the engineering industries now available for the third quarter of 1970 show that:

(1) Home deliveries have risen by 5 per cent after six months of no change whilst exports show a 4 per cent rise in the third quarter thus continuing the rising trend of the first half of the year.

(2) Home net new orders also rose by 5 per cent in the third quarter, remaining above the level of deliveries, thus increasing home orders-on-hand by 2 per cent.

Table 1. Engineering and electrical goods (SIC Orders VII, VIII and IX)

Index numbers of the volume of production and exports

	Production – Seasonally adjusted				Exports
	Total	Mechanical Engineering (†)	Instrument Engineering (‡)	Electrical Engineering (§)	(‖)
	1963 = 100				1961 = 100
1963	100	100	100	100	107
1964	109	109	108	109	106
1965	113	115	120	109	112
1966	122	123	122	121	118
1967	126	123	123	129	115
1968	131	126	135	137	128
1969	137	131	147	144	142
1969 1st qtr.	135	128	143	142	127
2nd qtr.	136	131	153	140	143
3rd qtr.	140	133	148	149	138
4th qtr.	139	134	144	145	155
1970 1st qtr.	141	136	153	147	151
2nd qtr.	141	136	159	146	161
3rd qtr. p	143	141	148	146	
1969 January	132	124	145	141	
February	133	129	142	139	
March	138	132	144	145	
April	135	129	158	139	
May	137	132	147	141	
June	136	131	153	141	
July	136	130	143	143	
August	142	136	154	148	
September	143	133	148	155	
October	140	132	151	148	
November	140	135	145	147	
December	137	134	135	140	
1970 January	135	131	149	139	
February	143	140	147	146	
March	146	136	165	157	
April	146	140	160	152	
May	136	132	143	140	
June	142	137	173	145	
July p	138	131	142	146	
August p	144	145	147	142	
September p	148	147	156	149	
Average:					
Latest 3 months	143	141	148	146	
Previous 3 months	141	136	159	146	
Percentage change	*+1*	*+4*	*−7*	*—*	

p Provisional.
(†) Covers Minimum List Headings 331 to 349 of the Standard Industrial Classification
(‡) Covers Minimum List Headings 351 to 354 of the Standard Industrial Classification
(§) Covers Minimum List Headings 361 to 369 of the Standard Industrial Classification
(‖) Quarterly index of the value at constant (average 1961) prices of exports and re-exports included in Divisions 71, 72 and 86 of the Export List. The coverage is not identical with commodities produced in Orders VII-IX of the Standard Industrial Classification

(3) Export net new orders fell in the third quarter from the high level of the previous quarter. It is too early to say, however, whether this indicates anything about the longer term trend in export orders.

(4) Production has increased in mechanical engineering in the third quarter after remaining flat for the first half of the year; electrical engineering shows no change for the third successive quarter.

Description of the statistics

The volume indices of production in Table 1 relate to the engineering and electrical goods industries as defined in Orders VII, VIII and IX of the Standard Industrial Classification. The statistics of orders and deliveries in the engineering industries given in Table 2 relate to the engineering and electrical goods industries as defined in Orders VII-IX of the Standard Industrial Classification, together with locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Orders XI of the Standard Industrial Classification).

To assist in the interpretation of trends in these industries the statistics are published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences, the seasonally adjusted series still reflects the effects of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month to month variations are therefore kept under review and the seasonal adjustment factors are re-assessed each year as another 12 months' experience becomes available. Notwithstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes.

Table 2. Engineering industries (Orders VII, VIII and IX and part order XI(†)) seasonally adjusted

Index numbers of the volume of orders and deliveries (‡)

	Total			Home			Export		
	Orders in hand (end of period)	Net new orders	Deliveries	Orders in hand (end of period)	Net new orders	Deliveries	Orders in hand (end of period)	Net new orders	Deliveries
	December 1963 (unadjusted = 100)	Average 1963 deliveries = 100		December 1963 (unadjusted = 100)	Average 1963 deliveries = 100		December 1963 (unadjusted = 100)	Average 1963 deliveries = 100	
1963	101	106	100	102	106	100	99	105	100
1964	119	122	109	120	125	113	118	113	102
1965	123	114	112	122	116	115	126	111	106
1966	118	115	119	117	118	121	120	108	112
1967	108	113	120	102	114	125	124	110	107
1968	108	125	125	99	127	129	133	120	115
1969	117	139	132	101	134	133	166	150	131
1969 1st quarter	111	136	127	99	131	130	145	149	120
2nd quarter	119	155	133	104	146	132	162	174	134
3rd quarter	116	124	133	100	120	133	162	134	133
4th quarter	117	140	136	101	139	136	166	144	136
1970 1st quarter	119	138	134	101	135	133	170	146	136
2nd quarter	123	146	135	103	138	133	181	165	140
3rd quarter	123	142	141	105	145	139	176	134	146
1969 January	107	136	126	98	135	128	133	139	121
February	109	138	127	99	129	131	140	158	118
March	111	134	128	99	127	130	145	149	121
April	118	182	126	106	184	129	152	169	121
May	119	146	134	106	137	133	157	169	136
June	119	137	138	104	117	135	162	184	146
July	115	91	126	100	84	125	159	108	128
August	115	137	132	100	137	133	160	138	130
September	116	144	142	100	139	142	162	156	142
October	116	141	139	100	141	139	163	143	140
November	117	140	133	100	139	135	165	143	128
December	117	139	136	101	137	134	166	144	141
1970 January	120	155	130	103	149	129	171	171	133
February	119	123	132	102	120	131	171	131	133
March	119	135	139	101	135	138	170	134	141
April	119	138	135	99	111	134	180	205	135
May	119	131	128	100	143	128	176	102	129
June	123	169	143	103	161	138	181	189	156
July p	123	140	135	103	134	135	184	154	133
August p	125	155	143	105	159	142	183	144	146
September p	123	132	146	105	143	141	176	104	158
Average:									
Latest three months	123	142	141	105	145	139	176	134	146
Previous three months	123	146	135	103	138	133	181	165	140
Percentage change (§)	—	*- 3*	*+4*	*+2*	*+5*	*+5*	*- 3*	*-19*	*+4*

p Provisional
(†) Engineering and electrical goods (S.I.C. Orders VII, VIII and IX), locomotives and railway track equipment, railway carriage and wagons, heavy commercial vehicles and wheeled tractors (Part S.I.C. Order XI)
(‡) At constant prices
(§) In the case of orders on hand, the percentage changes compare the level at the end of the latest months shown with the corresponding level three months earlier.

Release dates of economic statistics to be published in December

THE CENTRAL STATISTICAL Office on behalf of the Government Statistical Service have issued a guide to the dates of release of major economic series in the forthcoming month. The dates are those which departments, or other organizations concerned, are aiming at and would normally expect to meet. Exceptionally, there may be a delay resulting from unavoidable statistical problems of collection and compilation. Further inquiries about these series should be addressed to the source named.

Most of these statistics are published in *Trade and Industry* (see Index of Regular Statistics page 294).

Date	Series	Method of Release†	Source
December:			
1 Tues.	London clearing banks monthly statement (Nov.)	PN	CLCB
	Weekly fuel statement	PN	DTI
2 Wed.	Official currency reserves (Nov.)	PN	Treasury
	Registered unemployed (final figures) (Nov.)	PN	Dept. of Emp.
	Employment in production industries (Oct.)	PN	Dept. of Emp.
	Overtime and short-time working in manufacturing industries (Oct.)	PN	Dept. of Emp.
4 Fri.	Consolidated Fund and National Loans Fund (Nov.)	London Gazette	Treasury
	Construction output (3rd qtr.)	PN	D. of Environment
7 Mon.	Hire purchase and other instalment credit business (Oct.)	PN	DTI
	Retail trade (Oct.)	PN	DTI
8 Tues.	U.K. balance of payments (3rd qtr.)	PN	CSO/Treasury
	Weekly fuel statement	PN	DTI
9 Wed.	Number of foreign visitors to Britain (Oct.)	PN	DTI
10 Thurs.	Pig iron and crude steel production (Nov.)	PN	DTI
	Finished steel receipts, consumption and stock changes (final, 3rd qtr.)	PN	DTI
	Money supply (3rd qtr.)	Bulletin	Bank of England
	Domestic credit expansion (3rd qtr.)	Bulletin	Bank of England
	Capital issues and redemptions (Nov.)	Bulletin	Bank of England
14 Mon.	Turnover of the motor trades (Oct.)	PN	DTI
	Turnover of the catering trades (Oct.)	PN	DTI
	U.K. overseas trade (Nov.)	PN	DTI
	Capital expenditure by the manufacturing, distributive, service and shipping industries (prov. 3rd qtr.)	PN	DTI
	Stocks and work in progress in the manufacturing and distributive industries (prov. 3rd qtr.)	PN	DTI
15 Tues.	Weekly fuel statement	PN	DTI
16 Wed.	Index of Industrial Production (Oct.)	PN	CSO
	Construction – new orders (Oct.)	PN	D. of Environment
17 Thurs.	Registered unemployed (prov. Dec.)	PN	Dept. of Emp.
	Unfilled vacancy statistics (Dec.)	PN	Dept. of Emp.
18 Fri.	Quarterly analysis of bank advances (Nov.)	PN	Bank of England
19 Sat.	Retail price index (Nov.)	PN	Dept. of Emp.
21 Mon.	National food survey report on consumption (3rd qtr)	PN	MAFF
22 Tues.	Engineering industries – deliveries and orders (Oct.)	PN	DTI
	New vehicle registrations (Nov.)	PN	D. of Environment
	Weekly fuel statement	PN	DTI
23 Wed.	Wholesale price index numbers (Nov.)	Trade and Industry	DTI
	National income and expenditure (prov. 3rd qtr.)	PN	CSO
	Basic rates of wages and normal weekly hours (end Nov.)	PN	Dept. of Emp.
30 Wed.	Bricks and cement production (Nov.)	PN	D. of Environment
	Car and commercial vehicle productio (Nov.)	PN	DTI
	Housing starts and completions (Nov.)	PN	D.of Environment
	Housing improvement grants (Nov.)	PN	D.of Environment
31 Thurs.	Central government borrowing requirement (Nov.)	Fin. Stats.	CSO/Treasury
	Stoppages arising from industrial disputes (Nov.)	Gazette	Dep. of Emp.
	Monthly index of average earnings (Oct.)	Gazette	Dep. of Emp.

†PN = Press notice

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, November 20, 1970. Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Carry On Loving	Br/E 35144	90	November 16	Rank Film Distributors Ltd.	Peter Rogers Productions Ltd. and G.T. Productions Ltd.
Figures in a Landscape	Br/E 35153	109	November 17	Twentieth Century-Fox Film Co. Ltd.	Cinecrest Films Ltd.
Permissive	Br/E 35154	75	November 17	Tigon Pictures Ltd.	Shonteff Films Ltd.
Cry of the Banshee	Br/E 35155	87	November 18	MGM-EMI Distributors Ltd.	American International Productions (England) Ltd.
Sunday Thoughts Series 18:					
The Limit	Br/E 35157	3	November 18	Rank Film Distributors Ltd.	Religious Films Ltd.
You Never Know	Br/E 35158	3	November 18	" "	" "
Ready for the Test	Br/E 35159	3	November 18	" "	" "
The Rise and Rise of Michael Rimmer	Br/E 35160	94	November 19	Warner Bros. Distributors Ltd.	David Paradine Films Ltd.
Movietone News 2163	Br/E 34941	8	November 20	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2163A	Br/E 34942	7	November 20	" "	" "
				FOREIGN	
There was a Crooked Man	F 35145	123	November 16	Warner Bros. Distributors Ltd.	Warner Bros. Pictures Inc.
Unnatural History	F 35146	6	November 16	" "	" "
Weasel Stop	F 35147	6	November 16	" "	" "
Bugged by a Bee	F 35148	6	November 16	" "	" "
Moroccan Rivieras	F 35149	10	November 16	" "	" "
Crow's Feat	F 35150	6	November 16	" "	" "
Knights Must Fall	F 35151	6	November 16	" "	" "
Marry Me! Marry Me!	F 35152	90	November 16	Gala Film Distributors Ltd.	Renn Productions, Athos Films and Madeleine Films S.A., Paris.
Count Yorga Vampire	F 35156	90	November 18	MGM-EMI Distributors Ltd.	Erica Productions and American International Pictures Inc.
You Can't Win 'em All	F 35161	99	November 19	Columbia Pictures Corporation Ltd.	The Corman Company Inc.
To Skin a Spy	F 35162	94	November 19	Ranworth Film Services Ltd.	Les Films Montfort, Paris.
Cream's Last Concert	F 35163	83	November 19	Fair Enterprises Ltd.	Robert Stigwood Organization.

Index of industrial production described

THE CENTRAL Statistical Office have published a description of the preparation and construction of the index of industrial production and other output measures ('The Index of Industrial Production and other Output Measures' HMSO, price 10s. as No. 17 in the series Studies in Official Statistics). The index of production is prepared and published monthly as a measurement of change in output of 'industry' – defined here as manufacturing, construction, mining and quarrying, and gas, electricity and water. This accounts for about 44 per cent of all economic activity in the country; and it forms a constituent part of the index of gross domestic products at constant prices which is published quarterly.

Northern Ireland index of production

THE PROVISIONAL index of industrial production for Northern Ireland for September 1970 is 154 (1963=100). This is 9 points higher than the index for August 1970 and 11 points higher than for September 1969.

The index numbers for the main industrial groups with the increase or decrease on September 1969 shown in brackets are: textiles 208 (+42 points), clothing 124 (+11), engineering and metals 121 (+5), food, drink and tobacco 133 (+8), timber and furniture 152 (−), mineral products 153 (−8), other manufacturing industries 224 (+6), gas, electricity and water 155 (+16).

Index of industrial production for September 1970

THE PROVISIONAL index of production for September 1970, prepared by the Central Statistical Office, is 124.9 (seasonally adjusted). For manufacturing industry alone the figure is 128·3.

For the three months July 1970 to September 1970, it is provisionally estimated that production as a whole was 0·8 per cent higher than in the preceding three months, April to June 1970; for manufacturing industries alone there is an estimated increase of 0·8 per cent.

The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months.

Seasonally adjusted — 1963 = 100

	Total all industries	Mining and quarrying	Manufacturing industries													
			Total	Food, drink and tobacco			Coal and petroleum products	Chemicals and allied industries		Engineering and allied industries						
				Total	Food	Drink and tobacco			Total	Mechanical engineering	Instrument engineering	Electrical engineering	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	56	749	84	55	29	7	64	313	90	10	68	15	81	49
1965	111·7	95·8	112·4	105·2	103·2	108·8	115·1	117·1	113·0	114·9	119·6	109·3	95·5	113·8	117·5
1966	113·2	90·1	114·2	108·7	106·8	112·3	121·8	123·4	116·0	122·6	121·9	120·6	93·2	111·7	110·3
1967	113·9	89·1	114·2	110·8	108·6	115·0	116·3	130·4	115·6	123·1	123·1	129·1	90·0	106·3	105·0
1968	119·8	84·8	121·4	115·5	112·3	121·6	126·4	140·0	122·4	125·5	134·7	137·4	86·8	117·2	113·4
1969	122·9	80·3	125·6	118·9	115·8	124·8	139·3	149·2	127·2	131·3	146·6	144·0	85·4	118·6	119·4
1968 3rd quarter	120·7	83·7	122·6	116·8	113·4	123·2	132·1	140·8	124·1	125·8	136·5	137·4	86·9	121·7	115·3
4th quarter	122·3	83·5	124·3	117·3	113·8	124·1	132·3	145·0	125·3	128·6	136·7	137·9	85·6	123·3	115·5
1969 1st quarter	121·8	81·8	123·7	116·0	114·0	119·8	139·4	144·8	124·5	128·2	143·0	141·7	85·3	113·7	120·3
2nd quarter	123·3	81·2	125·7	118·2	115·0	124·2	136·8	147·7	127·0	130·7	152·5	140·4	85·3	121·0	119·0
3rd quarter	123·2	81·2	126·3	118·7	114·5	126·9	138·7	151·8	129·2	132·8	147·9	148·5	84·8	121·6	118·2
4th quarter	123·5	76·9	126·7	122·1	119·2	127·8	142·8	152·7	128·1	133·8	143·1	145·2	86·0	118·3	119·8
1970 1st quarter	123·7	80·5	126·7	118·8	115·8	124·6	152·4	149·2	128·8	135·6	153·3	147·3	85·7	118·7	115·8
2nd quarter	122·8	79·1	126·1	119·5	115·9	126·4	144·7	156·5	128·7	136·0	158·9	145·8	84·5	117·0	118·5
3rd quarter	123·9	79·2	127·1	120·3	115·4	129·7	153·1	161·1	127·8	141·1	148·3	145·6	84·2	112·5	113·2
1970 April	124·9	82	127·2	118	115	125	137	160	130	140	160	152	85	111	124
May	120·6	78	124·5	118	116	123	149	155	126	132	143	140	84	119	115
June	123·0	78	126·7	122	117	131	148	154	130	137	173	145	84	121	117
July p	122·5	79	125·5	120	115	132	152	163	125	131	142	146	84	112	114
August p	124·2	79	127·5	116	114	119	152	159	132	145	147	142	84	122	122
September p	124·9	80	128·3	124	117	138	155	162	127	147	156	149	85	103	103
April-June (av.)	122·8	79	126·1	119	116	126	145	156	129	136	159	146	84	117	118
July-September (av.) p	123·9	79	127·1	120	115	130	153	161	128	141	148	146	84	112	113

	Manufacturing industries (continued)												Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.			Timber furniture, etc.	Paper, printing and publishing	Other manufacturing industries	
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass				
Weights	60	46	14	88	56	4	27	29	19	10	21	59	25	127	68
1965	118·2	119·8	113·0	107·7	108·3	104·2	106·9	116·8	120·7	109·7	113·4	111·4	117·1	114·3	112·3
1966	111·3	112·4	107·7	106·8	107·6	101·5	105·8	115·8	117·8	112·2	109·6	114·6	119·8	115·3	116·9
1967	104·7	105·0	103·8	103·2	105·0	90·2	101·5	120·1	124·4	112·4	111·5	114·2	122·7	119·4	121·4
1968	111·1	111·2	110·8	113·1	119·2	93·3	103·7	127·3	130·3	121·8	118·5	118·3	135·2	121·8	128·2
1969	114·5	116·2	109·3	115·6	123·5	93·9	102·7	127·8	126·9	129·3	110·8	123·4	141·6	118·9	113·6
1968 3rd quarter	113·8	114·3	112·2	114·3	120·8	94·3	103·8	127·6	130·2	123·0	118·5	118·9	136·9	121·7	129·2
4th quarter	114·5	114·5	114·8	115·6	122·1	94·8	104·4	129·5	131·1	126·6	118·0	119·7	139·3	122·2	131·0
1969 1st quarter	114·7	115·1	113·2	115·3	122·7	96·7	103·1	127·6	126·7	129·3	111·1	121·2	136·5	118·4	139·8
2nd quarter	116·2	116·9	114·1	117·1	125·5	94·5	103·3	129·4	129·1	130·1	108·3	122·5	143·6	121·8	133·7
3rd quarter	112·5	114·0	107·6	115·1	122·4	93·9	103·1	128·0	127·5	128·9	110·5	124·8	145·7	118·2	132·4
4th quarter	114·3	118·0	102·5	114·9	123·2	90·9	101·3	126·0	124·2	129·2	112·8	125·2	141·1	117·2	138·9
1970 1st quarter	116·7	118·8	110·1	115·0	123·1	91·7	102·0	120·9	116·8	128·3	104·7	123·6	143·7	114·0	144·7
2nd quarter	116·0	118·1	109·4	116·4	124·7	92·0	103·1	118·9	118·9	118·8	113·4	120·7	139·9	113·6	139·5
3rd quarter	109·7	110·5	107·1	118·2	127·4	93·8	103·0	130·1	128·2	133·6	112·3	122·5			141·9
1970 April	117	120	108	117	125	92	103	115	119	108	119	120	144		157
May	117	118	114	116	125	94	100	117	119	113	104	121	139		127
June	114	116	107	117	124	91	106	125	119	135	117	121	137		135
July p	110	110	108	117	126	95	102	127	126	129	102	123			143
August p	110	110	110	119	129	94	103	131	128	136	112	120			141
September p	109	111	103	118	127	93	104	133	131	135	123	124			141
April-June (av.)	116	118	109	116	125	92	103	119	119	119	113	121	144†		139
July-September (av.) p	110	110	107	118	127	94	103	130	128	134	112	122	140†		142

† Latest available 3 months (April-June) and previous 3 months (January-March)

Exhibitions and Fairs

Long term results may follow three-in-one Soviet specialized displays

A report from the British Embassy, Moscow

A TOTAL of 26 British firms were represented at three Soviet specialized exhibitions held concurrently in Sokolniki Park, Moscow from October 26 to November 4.

The exhibitions covered postal equipment, geological survey instruments, and prosthetic-orthopaedic appliances.

British participation in all three exhibitions was sponsored by the Department of Trade and Industry in collaboration with the relevant trade associations.

The value of British equipment sold from the stands amounted to just over £100,000 – about a third of the exhibits available for sale.

While this is disappointing compared with the results achieved at similar exhibitions in the past, it will be some time before the long-term results of the exhibitions are known. Certainly, most exhibitors were very satisfied with the number of new contacts made and with the amount of interest shown in their products.

POSTAL EQUIPMENT . . .

As a collective display, the British section at 'Pochta' (the Postal Equipment Exhibition) was unequalled by any other country. Ten companies participated in a joint venture organized in conjunction with the British Postal Equipment Engineering Association.

The large variety of equipment on show included automatic letter-sorting machines, code reading and document reading machines, franking machines, photocopying and duplicating machine, banknote handling equipment and weighing machines.

During the exhibition, Mr. N. C. C. De Jong, Director of Planning and Mechanization of the British Post Office, delivered a lecture on postal mechanization in Britain. This aroused a great deal of interest among Soviet postal specialists, with whom many of the British exhibitors were able to have valuable discussions.

GEOLOGICAL SURVEY INSTRUMENTS . . .

Ten companies were represented in a joint venture organized in conjunction with The Scientific Instruments Manufacturers' Association (SIMA). Exhibits included spectrometers, electron microscopes, seismic recording instruments, oscilloscopes, mineral-analysers, magnetometers and mineral sorting machines.

Interest in the British equipment was keen, but because of a shortage of funds available for purchasing exhibits the amount of business concluded during the exhibition was disappointing. Nevertheless, there can be no doubt that this sector of industry will continue to offer considerable opportunities for British manufacturers.

PROSTHETIC-ORTHOPAEDIC APPLIANCES . . .

Six British companies participated in a joint venture organized in association with The British Hospitals' Export Council.

Exhibits included hearing aids and other equipment for the deaf, artificial limbs, wheel chairs, internal fixation devices, electronic control equipment for the severely disabled, bandages and dressings, and orthopaedic foot appliances.

The exhibition provided a valuable opportunity to co-ordinate the activities of the Anglo-Soviet working group on medical equipment (one of the groups set up under the provisions of the Anglo-Soviet agreement on scientific and technical co-operation) with the more direct method of sales promotion afforded by participation in an exhibition.

The secretary of the United Kingdom delegation to the working group, Mr. A. C. Jones of the Department of Health and Social Security, attended the exhibition and was able to utilize contacts gained through the working group to arrange a series of visits for the British exhibitors to Soviet medical establishments.

Paul Dimond, Consul (Commercial) at Osaka (right) during a visit to the stand of Nickols Automatic at the Machine Tool Fair. *(See facing page.)*

THE FUTURE

Participation in Soviet specialized exhibitions remains an effective method of entering the Soviet market.

One reason for this is that these exhibitions are visited only by representatives of Soviet organizations with a direct interest in the field covered, including the end users with whom it is frequently impossible to establish contact outside the framework of an exhibition.

Any firm hoping to do business in the Soviet Union should give careful consideration to the possibility of participating in one of the Soviet specialized exhibitions which, subject to certain conditions, now receive official support from the Department of Trade and Industry.

But participation in an exhibition should be regarded only as one aspect of the continuing process of sales promotion which most firms find to be necessary in order to make an impact on the Soviet market.

Adequate preparation beforehand and appropriate follow-up action afterwards are equally essential if any lasting benefit is to be derived from an exhibition.

The future programme of Soviet specialized exhibitions, all of which relate to sectors of the Soviet economy where there are prospects for Western companies to do business, and further details, can be obtained from Mr. J. R. Schaffer, Fairs and Promotions Branch, Department of Trade and Industry, Hillgate House, Tower Block, 26 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7246).

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Machine tool firms take up challenge of Japanese market

A report from the British Consulate-General, Osaka

THE FIFTH Japan International Machine Tool Fair held in Osaka, October 28-November 8, attracted 622,248 visitors of whom less than 2,000 were from overseas.

Held biennially and alternately in Osaka and Tokyo, this show provides an opportunity for foreign manufacturers to display their products in a market for imported machine tools already fourth largest in the world, and one where demand is expected to double between now and 1975.

Japan is also the fourth largest producer of machine tools. Japanese exhibitors at Osaka totalled 476, on 2,633 stands, compared with 282 foreign firms on 1,045 stands. Total net exhibition space was 33,100 square metres in nine halls.

The sophistication of the Japanese industry is indicated by the sheer volume of numerical control machines displayed, 224 Japanese-made and 33 from abroad.

This strength results from massive investment in the development of NC machine tools in recent years; total NC production in 1970 is likely to exceed 1,700 machines.

Highlights of the show included a Fujitsu Fanac computer group control system operating a total of 20 machines (12 lathes, four milling machines, two grinding machines and two machining centres), and over 20 machining centres with automatic tool change.

Importance of agents

Leading foreign participants were West Germany (93 firms), Switzerland (53), the United States (35), and the United Kingdom (33). Thirteen of the British firms took part, with the co-operation of their Japanese agents, in an official British stand, a joint venture between the Machine Tool Trades Association and the Department of Trade and Industry.

British representatives at the fair stressed the vital role of their Japanese agents in a country where the process of communication between overseas manufacturer and end-user is rarely direct. The agent acts not only as an importer and representative of his principal, but also as a source of finance to the customer.

Support of the agent's activities, both in the form of regularly reliable delivery and by active backing at the trade fairs, was judged as an essential part of a firm's marketing strategy in Japan.

It may not follow that massive deals are done on the stands. While several participants reported sales of the machines on display, firm follow-up orders are more likely to materialize over something like a 12-month period from now.

Many firms reported good prospects of such orders of up to around £100,000. All were in detailed consultation with their agents over the vital follow-up, many planning a return visit in 1971.

Next time

With Japanese industry growing stronger in more and more sectors, the market for imported specialized machine tools will grow considerably for the foreseeable future.

Representatives of participating United Kingdom firms and leading expert machine tool importers were one in believing that the United Kingdom can, and must, make efforts to increase its share of a challenging but vital market. The next show is in Tokyo in 1972.

'Cock and Bull' pub steals the limelight at 'Eurosnack' Cologne

A report from the British Embassy (Commercial Department), Bonn

THE FIRST 'Eurosnack' exhibition, held from November 7-11 in Cologne, attracted 1,400 visitors from 32 countries.

The 253 firms, of which 32 were foreign, showed an interesting range of the latest developments in technical equipment and accessories for snack bars, cafeterias, drugstores, canteens and similar outlets – a branch of industry that is rapidly expanding in the Federal Republic of Germany.

Six British firms under the auspices of the Department of Trade and Industry and the London Chamber of Commerce jointly participated as pioneers in this first venture, and were fully rewarded by the great interest shown in their products by buyers from EEC and EFTA countries.

Their joint stand, designed by the Central Office of Information, proved to be most attractive and well located.

'Just like home' was the comment made by a British visitor to 'The Cock and Bull' pub which Ayala Designs Ltd. had built. The homely atmosphere in the pub attracted more than 2,000 visitors during the five days of the exhibition of which 300 expressed a strong interest in receiving further details.

Inquiries mainly originated from West German breweries, architects and caterers who were asked to send their site plans to Ayala's German agents, Transcontrade of Cologne, for further follow-up.

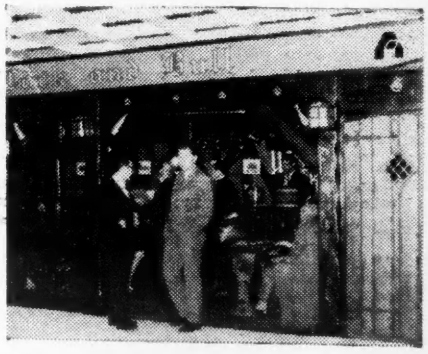
Noel De Mille and Co. Ltd. who specialize in infra-red automatic quick cookers with fume filter units were busy writing down the over 60 inquiries they received for their agency, mainly from Germany, but also from France, Luxembourg, Austria, Holland, Denmark and the United States.

Grundy (Teddington) Ltd. demonstrated their back bar catering equipment ovens and fryers and reported a similar number of inquiries received for their agency.

Barbecue King Ltd. were able to sell all equipment displayed on their stand during the exhibition, and took good orders for delivery from the United Kingdom to firms in Germany, Austria, Israel and France. They emphasized that the fair had been very successful and that they would require much more space next time.

Electroway established excellent contacts with firms in many European countries and received many serious inquiries especially for their griddle grills. In addition to selling five of their machines off the stand they made a number of contacts with firms applying for their agency.

Note: The number of snack bars in the Federal Republic of Germany is estimated at between 30,000 and 35,000, not including small establishments selling snacks as a by-line. In the opinion of the relevant trade association there is still plenty of scope for expansion in this field. Of the 15 million Germans who do not have their meals at home daily, two to three million eat in snack bars spending an average of DM3.80 each.



'The Cock and Bull' pub proved a major attraction for visitors to 'Eurosnack'.

NRDC

The National Research Development Corporation provides financial and other support for technological developments of potential commercial importance.

NRDC promotes the adoption by industry of new products and processes invented in government laboratories, universities and elsewhere.

NRDC is participating in joint ventures with industry on an increasing scale. By supporting projects NRDC makes it possible for individual firms or groups of companies to undertake and accelerate the development and production of new products and processes of national importance.

The corporation welcomes submissions in confidence from firms who have promising new projects to launch in any branch of industry or commerce. The conditions for its considering proposals of this kind are set out in a leaflet which may be obtained on application, either by writing to the National Research Development Corporation, PO Box 236, Kingsgate House, 66-74 Victoria Street, London, S.W.1, or by telephoning 01-828 3400.

A general view of the joint venture stands at Macroplastic, Utrecht.

Plastic bottles a feature of 'Macroplastic,' the international plastics and rubber exhibition, Utrecht

A report from the British Embassy (Commercial Department), The Hague

OCCUPYING 16,000 square metres of space in four halls of the Royal Netherlands Industries Fair complex at Utrecht, this fifth exhibition of its kind since 1957, held from October 29-November 5, attracted about 700 enterprises from 18 countries.

The largest contingent came from the Netherlands, followed by West Germany and Britain.

On display were a range of goods covering raw materials, semi-finished and finished products, chemicals, machinery, tools and equipment; there were also a number of stands advertising trade literature and technical information services.

Main contribution

Although there were several firms from the United Kingdom represented by their Dutch agents, the main British contribution was a joint venture, sponsored by the London Chamber of Commerce under the auspices of the Department of Trade and Industry.

This national entry was composed of 13 firms on combined stands in the Bernhardhal where their exhibits included machinery, control apparatus, finished products and technical magazines.

Gratification was expressed by nearly all of the joint venture participants at the number and quality of the inquiries made by visitors to their stands.

One of the firms confidently expected to sell all of their machinery 'off the stand,' while another anticipated the receipt of considerable orders as a result of their participation.

A continuous demonstration of tube making staged by one firm attracted a great deal of interest, and samples were given to those visitors who watched the process.

As an indication of the success of their new system of powder and pigment blending, another British firm received on-the-spot requests from potential agents, and before the exhibition closed a Dutch firm was selected for further negotiations.

With two days to go, over 50 invitations were received by a tool and die maker in the joint venture to demonstrate their equipment in Dutch factories.

Mr. R. T. Landale, British Consul-General in Amsterdam, and Mr. G. L. Pearson, Counsellor (Commercial) of the British Embassy in The Hague, visited the joint venture stands on November 3.

It was apparent from the exhibits on show at Macroplastic that new materials and processes for the improvement of old ones are continually being introduced. Many of the new developments are in polymers where heat and chemical resistance and strength are the main factors for new products.

The trend in plastics machinery is towards complete automation and electronic programming systems are now to be found, especially on injection moulders; some manufacturers are, in fact, offering these as standard equipment.

Big output

The ever increasing demand for plastic bottles, has led to improvements being made to machines for this purpose, and some are now capable of producing 6,000 bottles an hour and within the next 12 months it is hoped to raise this figure to 10,000.

Prior to the exhibition over 200 people from 14 countries attended the International Plastics and Rubber Congress in which 14 specialist papers were read by experts from the Netherlands, Britain, West Germany and France on the theme 'Man-made materials – What have we achieved and where are we going?'

Successful display of British garment leathers in New York

A report from the British Trade Development Office, New York

A SMALL group of five British tanners, under the auspices of the Leather Institute, took part in a joint venture with the Department of Trade and Industry in the National Outerwear and Sportswear Association (NOSA) 28th Annual Suppliers' Exhibit at the McAlpin Hotel, New York, October 25-28, where they displayed a wide range of quality suedes and leathers for the apparel trade.

The NOSA Show is an annual event at which men's outerwear manufacturers from all over the United States and Canada are able to see and buy the fabrics which are available to them for 1971 fashions.

The fabrics on this occasion included an extensive range of knits, texturized polyesters, corduroy, denim, new-looking pile fabrics (in addition to bulky wools and woven blends traditional in the market) and an interesting collection of leathers which continue to enjoy enormous popularity in America.

This was the third occasion in which British leathers had been featured in the show, and an impressive flow of American and Canadian buyers visited the British stands to make inquiries and place orders. Guy Reaks, director of the Leather Institute who attended the exhibition, reported that many sample and some good orders had been taken.

The Leather Institute also used NOSA to give its first comprehensive display of products for the United States garment industry, and samples of leathers from about 20 British companies were successfully displayed in a combined three-booth exhibit.

New colours

The main show interest for leather was in fashion leathers from menswear in such specialities as suede and nappa, washable suedes (including screen printed) and lambskins, the lighter leathers buffed and printed as well as antiqued, soft silky finished nappas, and interesting textures and colours in clothing suedes, and grains from Persian and domestic sheep. Prominent among new fashion colours were cloudy soft tones such as lavender and dusty pink.

American buyers mostly showed interest in speciality leathers not produced in the United States. Canadian buyers at the show, many of whom had come over particularly to visit the British stands, found interest in suede nappa fashion leathers, pigskins and cheaper splits as well as in speciality leathers.

The British exhibitors were, generally, well pleased with the results of their four day showing in New York. In addition to obtaining orders, they also made new contacts and obtained up to date knowledge of the present market situation.

Further joint venture participation in American trade fairs by British tanners, and arranged by the Leather Institute, included a showing at the Leather and Allied Industries Exposition in Atlantic City from October 27-30, when the Tanners Council of America held their biannual exhibition.

Book exhibition for India

A BRITISH Council exhibition 'Law Books from Britain,' consisting of 560 books and 53 periodicals and annuals, has been sent to India and will have its first showing at the 3rd Commonwealth Law Conference in Delhi (January 6-13). The exhibition will then tour throughout India.

Entire year's production sold by firm at 'Electronica '70'

A report from the British Consulate-General, Munich

THE FOURTH International Trade Fair for Production in the Electronic Industry, 'Electronica '70', which took place in Munich from November 5-11, has grown in six years to what is now claimed to be the largest electronics trade fair in the world.

Starting in 1964 with 140 exhibitors on an exhibition space of 10,000 sq. metres, this year's 'Electronica' consisted of 1,490 firms from some 24 different countries covering a total area of 54,000 sq. metres.

The enormous growth of this trade fair is in itself a reflection of the rising importance of the electronic industry which over the last 20 years has become a key industry in all highly-industrialized countries.

It is pleasant to record that the British electronics industry has not been slow to recognize the importance of the Munich exhibition, and this year 61 firms from the United Kingdom, showing on three combined stands organized by the Electronic Components Board in conjunction with the Department of Trade and Industry, formed the largest foreign contingent followed by the United States with 47 firms.

Price war

Although the West European components market is presently in the throes of a bitter price war due in the main to cheap imports from the United States, and to some extent Eastern European countries, the overall results obtained by the British exhibitors was little short of phenomenal.

Apollo Electronics Ltd. for instance, who were exhibiting a system for in-house manufacture of printed circuit boards sold their whole year's production within four days of the fair opening, and there were times when it was literally impossible to get on to the stand because of the crush of people.

Vatric Control Equipment Ltd., showing precision servo components and shaft position encoders took a firm order for many thousands of pounds during the exhibition, as did also the ceramics division of Smiths Industries Ltd., Carling Switch Ltd., Watford, the MO Valve Co. and many others.

The number of serious inquiries received by British firms was also quite extraordinary and, if these are properly followed up, there are going to be some very tired British salesmen, over the next 12 months.

It became increasingly obvious during the fair that British electronic components and production equipment are, despite certain inflationary trends in the United Kingdom, extremely competitive both in terms of quality and price.

This assumption is well supported by the fact that exports by the British electronics industry rose in 1969 by 18 per cent to a total of £283 million, while the export of components recorded an impressive increase of 34 per cent to approximately £80 million.

Some reservation must be made in the interpretation of these statistics as category classifications tend to change and there is as yet no absolute conformity in statistical nomenclatures. Nevertheless, the underlying trends are clear and the success of British firms at 'Electronica '70' indicates that the British electronics industry may expect to increase its share of the world's markets of electronic components as well as production and measuring and testing equipment.

Minister visits stands

On the second day of the exhibition the Minister (Economic) from the British Embassy in Bonn, Mr. Denys Brown, spoke at a press conference organized by the Electronic Components Board on behalf of the British exhibitors and this was well attended by many representatives of the European trade press. Mr. Brown afterwards visited companies on the combined stands.

Interest was maintained right through the exhibition and as the doors closed on the last day the general opinion was – 'the best trade fair of its kind in which we have ever participated'.

There is no doubt whatsoever that Electronica has become a vital marketing factor for all manufacturers of electronic components and testing and production equipment who are keen to establish and/or to expand their participation in overseas markets in general and the Common Market in particular.

The next event will be held in 1972 and it goes without saying that there will be a scramble for stand space.

Details regarding the next 'Electronica' in 1972 can be obtained from the organizers who are The Muenchener Messe und Ausstellungsgesellschaft mbH, 8 Munich 12, Theresienhoehe 13.

Alternatively, inquiries can be made to the Electronic Components Board, Mappin House, 4 Winsley Street, London, or the Trade Fairs and Promotions Branch of the Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU.

PUBLICITY FOR TRADE FAIRS OVERSEAS

Organizers of Trade Fairs and Exhibtions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

***But Commercial Representatives must receive material on events* well in advance –** *three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in* Trade and Industry.

Big increase in visitors to Hydraulics Exhibition

A report from the British Consulate-General, Zurich

FIFTY PER CENT more visitors attended the fifth International Hydraulics and Pneumatics Exhibition at the Zuspa permanent exhibition centre on the outskirts of Zurich, an increase of 9,000 over the 1968 show.

One hundred and seventy exhibitors participated in the 1970 show, held from October 29-November 3.

Representing Austria, Belgium, Canada, Denmark, the Federal Republic of Germany, East Germany, France, Italy, Holland, Japan, Sweden, Switzerland, the United Kingdom and the United States, they displayed goods made by 422 manufacturers.

Of this number, some had their own stands, some exhibited on those of their Swiss agents, and many used both methods.

Seventeen British companies participated in a joint venture scheme under the auspices of the Department of Trade and Industry. There were two group stands involved. Five companies, members of the British Compressed Air Society, exhibited together.

Another group of 12 companies were members of the Association of Hydraulic Equipment Manufacturers. Thirty-five more British companies took part outside the joint venture scheme, through their Swiss agents.

There is no doubt that this bi-annual event has established itself as an important international exhibition. Some Swiss companies now feel that in the hydraulic and pneumatic field it will suffice henceforth to participate only in this event in Zurich, and not to exhibit at other international shows of this kind outside Switzerland.

All British exhibitors concerned with the joint venture thought it worthwhile, as did Swiss agents of British firms. Not only did it enable them to renew and strengthen contact with existing customers; it helped them find new customers, and analyze potential for future sales in Switzerland.

At a very highly specialized exhibition such as this one, business on the spot was unlikely, but some companies expected to do well in the longer run.

On first estimates Dowty (Seals) expected £6,000 worth of sales; I.V. Pressure Controllers Ltd. £10,000; and the Plessey Co. Ltd. estimated they might obtain business valued at £300,000 to £500,000.

The Leather Institute's information stands at the National Outerwear and Sportswear Association's New York exhibition featured displays by the Garment Leather Manufacturers of Great Britain. (see page 330)

A sporting flavour to the Automotive Parts and Accessories Show, Chicago

A report from the British Consulate-General (Commercial Department), Chicago

EIGHT BRITISH exhibitors took part in the second annual trade show of the Automotive Parts and Accessories Association, held at the International Amphitheatre in Chicago from November 9-11.

After the success of the first show at the same venue last year, the APAA event now seems to be firmly established as the main national trade show of the 'auto aftermarket' in the United States.

The eight British firms participated in a joint venture sponsored by the Society of Motor Manufacturers and Traders, under the auspices of the Department of Trade and Industry, following the the pioneering effort of a similar group at the first APAA show in 1969.

This was a large show, with 530 exhibitors filling the main exhibition hall of the vast International Amphitheatre and overflowing into the adjoining hall, in total about 25 per cent bigger than the initial show. It was well attended on all three days, in spite of the last one being a public holiday.

Buyers came from all parts of the United States and also from Canada and Latin American countries.

As before, a wide range of auto accessories was displayed mostly for domestic American cars, but with a fair sprinkling of high performance products and items with a sporting flavour for both domestic and imported cars.

The British exhibitors helped impart this sporting flavour. Mill Accessories GT alloy road wheels attracted a great deal of admiration.

Leather covered steering wheels, helmets, high quality driving lights and exhaust systems, switches, gear lever knobs and key fobs shown by exhibitors also got their due measure of attention from visiting buyers. Intereurope attracted much interest with their colourful technical publications.

Other direct foreign participation was limited. About half a dozen Canadian firms exhibited, although not as a group, and there was a single Danish display.

The Japanese presence was confined to the stands of United States distributors and unobtrusive, but their strength in the electronic and instrument fields was evident.

The British group had a good show, and we must confidently anticipate a larger British element in the 1971 APAA event, which will be held from November 15-17 next year in Chicago's new McCormick Place exhibition hall.

Thirty-four supermarkets belonging to the 'Supermarkets Italiani' chain in Milan and Florence staged a promotion of British foodstuffs from October 19-31. *The theme of the promotion was 'Buy London-Special Offer', and to judge by the row of empty bins in this photograph taken in one of the Milan stores, sales were good* !

Firm establishes New York office in anticipation of response from Exposition

A report from the British Trade Development Office, New York

'FANTASTIC,' 'OVERWHELMING.' 'The best show of its type in the world.' These were among the many comments from the British office equipment manufacturers who participated in the Business Equipment Exposition held at the New York Coliseum (October 26-30). This the first United Kingdom representation at the show, was sponsored by The British Business Equipment Trade Association in conjunction with the Department of Trade and Industry.

The show was sponsored and managed by the American Business Equipment Manufacturers Association and, for the first time, included major representation from overseas companies, with Britain, Japan, the Netherlands and Canada joining those from the United States in demonstrating new products in the fields of office machines, computing and data processing, office furniture and office equipment. The $20 million exhibit covered two main floors of the Coliseum and were inspected by both consumer and trade alike.

One British exhibitor claimed to have nine distributors including three with national representation, eager to handle their line of office seating, while another British firm have set up a New York office in anticipation of the response received at the show. This appeared to be a wise move since they reported that they were overwhelmed with both distributor and dealer interest.

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TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom aid to developing countries

TURKEY

UNDER A LOAN agreement signed in Ankara, Britain will provide Turkey with £1 million to be used for the purchase of capital goods and services in the United Kingdom required for Turkey's economic development programme. The loan will bear 2 per cent interest, be repayable over 25 years with a grace period of seven years. Allocations from this loan are at the discretion of the Turkish government.

Inquiries relating to this notice should be addressed to the Commercial Relations and Export Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2497), quoting reference number CRE 16970/G.

MAURITIUS

Britain is making Mauritius a loan of £5 million, under an agreement signed in Port Louis on November 19. It will be used mainly in support of the island's new development plan now being prepared. Largely intended for the purchase of British goods and services, the loan will be interest-free and repayable over 25 years.

The Crown Agents have been appointed by the recipients to arrange the loan.

INDONESIA

AN AGREEMENT has been signed in Djakarta under which the United Kingdom is making a loan of £1½ million to Indonesia for the purchase of a wide range of British goods and services. This loan is on the same terms as previous British aid to Indonesia, namely free of interest and repayable over a period of 25 years with a seven year grace period.

The new loan brings the total of United Kingdom programme aid (Devisa Kredit) made available to Indonesia during the current (1970/71) financial year to £3 million. This is in addition to a United Kingdom loan for goods supplied under project aid this year, i.e. £750,000 for the rehabilitation of the Indonesian spinning industry and the provision of radio beacons and micro-hydro power sets, for which procurement has been arranged.

Inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2253), quoting Reference No. CRE 22148/G.

France and Turkey

THE FRENCH *Moniteur du Commerce International* of November 5 published details of the Franco-Turkish Financial Protocol for the year 1970, relating to French aid to Turkey in the framework of the OECD Consortium.

To facilitate the Turkish development plan France will give Turkey financial aid to the extent of F102 million.

Projects likely to benefit from this Agreement include fertilizer factories, television networks, cement factories, car factories, gas turbines, the Seyitomer steam generating station and equipment for the extension of the airport at Yesilkoy.

Inquiries concerning this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 423, 408, 288) where the French text may be seen.

Cholera vaccination certificates required for visitors from Ethiopia

THE WORLD Health Organization has announced that cholera has been confirmed in Ethiopia. Valid certificates of vaccination are now required of every traveller, who at any time during the five days immediately prior to their arrival in the United Kingdom, has visited Ethiopia.

Inquiries about this notice should be addressed to Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2358).

(*See page 342 for cholera regulations in Mali.*)

ECGD backing for export contracts

BULK CARRIER FOR GERMANY

THE EXPORT Credits Guarantee Department has signed a Financial Guarantee covering the financing of a 20,000 tons deadweight bulk carrier, worth approximately £1.9 million, for Germany.

The vessel will be owned by K/G 'Langra' – Schiffahrtsgesellschaft mbH & Co. of Hamburg, and is being built by Lithgows (1969) Ltd. in their Kingston shipbuilding yard at Port Glasgow. The vessel is scheduled for delivery in December of this year; she has been chartered to A/S Kristian Jebsens Rederi of Bergen, who have been instrumental in placing a number of other orders with the Port Glasgow yard in recent years.

A loan, of approximately £1.5 million, is being made available by Hambros Bank Ltd., acting on behalf of a consortium of London clearing and Scottish banks comprising Bank of Scotland, National Westminster Bank Ltd., The Royal Bank of Scotland Ltd. and themselves. The loan is repayable over a period of 10 years from the scheduled date of delivery of the vessel.

EXTENSION TO DUBAI INTERNATIONAL AIRPORT

THE ECGD has signed a Buyer Credit Guarantee covering the financing of a £2.7 million contract between Shaikh Rashid Bin Said Al Maktoum, the Ruler of Dubai, and Costain Civil Engineering Ltd. of London.

Under the contract, signed in Dubai at the weekend, Costain will be responsible for the design and execution of work at Dubai International Airport. This work comprises the construction of the runway, a new taxiway and the installation of new lighting throughout.

The contract when completed in 1972 will make Dubai Airport capable of accepting jumbo jets. With the new airport terminal now nearing completion, it will reflect the forward planning of the Government to provide up-to-date facilities to meet the increasing air traffic through Dubai. The number of passengers has doubled in the last three years and the freight movement trebled.

The consulting engineers for the contract are Robert Matthew, Johnson-Marshall and Partners.

A loan, of approximately £1.56 million, is being made available by Lloyds Bank Ltd., to finance the contract. Additional finance, not guaranteed by ECGD, has been arranged by Morgan Grenfell & Co. Ltd.

Hints to businessmen booklets

REVISED EDITIONS of the booklets on Bahamas, Czechoslovakia, France, Gibraltar and Libya, have been published in the 'Hints to business men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Division, Department of Trade and Industry, Room C07, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7146, or to any Regional Office of the Department of Trade and Industry.

Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the October 7 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Department of Trade and Industry (see page viii October 7 issue* Board of Trade Journal) *or the Export Services Division, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel.* 01-248 5757).

OUTWARD MISSIONS

London Chamber of Commerce discussions

A LONDON CHAMBER delegation has been visiting Romania during the past few days as part of BEA's inaugural service from London to Bucharest. The group has been led by Mr. John Cooper, treasurer of the London Chamber and East European director of Shell International, with Mr. George Abbott, a member of the Chamber's Council.

The purpose of the visit has been to discuss with Romanian ministers and the Romanian Chamber of Commerce the possibilities of strengthening trade relations. During the past three years United Kingdom-Romanian trade has shown large increases, with United Kingdom exports rising from £10.1 million in 1967 to an all-time record of £32.1 million in 1968. While this figure was helped by the sale of six BAC 1-11s, United Kingdom exports remained relatively stable at £29.1 million in 1969. Figures for the first nine months of 1970 show that exports have risen again to £23.2 million, compared with £21.5 million during the same period last year.

The prospects for further increases for British exports are excellent and the Romanian Prime Minister told the London Chamber at the end of last year that he saw tremendous possibilities for two-way trade. Already there are a number of large contracts in the pipeline – notably two irrigation deals with Taylor Woodrow and George Wimpey. There is also the possibility of co-operation in aircraft production, following the Romanian's assembly deal with Britten-Norman.

The Romanians have suggested a number of topics for discussion, including the possibility of further British trade promotions in Romania as a follow-up to the top-level London Chamber mission led by Lord Limerick last year; the Bucharest International fair; development of Romanian tourism and possible British participation; long-term plans for Romanian agriculture, particularly irrigation schemes; and general problems of trade. In this connection, the London Chamber has already made a number of suggestions to the Romanians, including the establishment of a permanent Romanian trade centre and a possible Romanian exhibition in London.

Among the companies represented in the Chamber's delegation were: Rutzou Ltd., British Aircraft Corporation, Shell International Petroleum, Guest Industrials Ltd., Rank Xerox Ltd., Lazard Brothers & Co. Ltd., and Hawker Siddeley International.

Mr. Dahpnos Dryades, head of the Cyprus Government's Supply Institution, is in Britain to meet Government suppliers and study the operation of duty-free stores. During his visit he was shown around the automated Ladyburn lowland malt whisky distillery at Girvan, Ayrshire, owned by William Grant & Sons and under the control of one operative. In this picture Mr. Dryades is being shown the still-room by a full-time guide. Behind them is a traditional copper pot-still.

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Division, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, *Ext.* 7146).

EXPORT TOURS

Demonstration trailers on tour

Now engaged in a series of tours throughout Europe is Rank Precision Industries' new mobile telecine vehicle, built recently to demonstrate the Rank Cintel range of colour broadcast equipment to television companies throughout the world. In addition, it can be made available on hire for outside broadcasts or as a temporary film programme source.

The unit comprises an articulated trailer some 37 ft. in length, with a 150 hp diesel prime mover. A special pneumatic suspension system on the trailer has been used to minimize the risk of transit disturbance to the television equipment.

The vehicle has already proved itself on a successful tour of Scandinavian countries and is presently on location in Spain.

Visiting sites in 12 countries

MR. D. E. BAGALEY, sales executive, Coppas International (UK) Ltd., left recently for a four-week sales trip to North Africa and the Middle East. Visiting 12 countries, he is calling at some of the major sites at which Coppas specialists are currently working. He also hopes to finalize some negotiations for new orders and survey market prospects.

The process operations division of the company provides specialists for construction supervision, start-up and operating staff to the oil and chemical industries.

Cumbernauld promotion in Netherlands

BRIGADIER COLIN COWAN, general manager of Cumbernauld Development Corporation, accompanied by Mr. Jim Wood, chief estates officer, flew to Holland on Sunday last. The purpose of the visit is to promote Cumbernauld as an industrial development area for Dutch commerce and industry.

Although based on The Hague, Brigadier Cowan and Mr. Wood plan to travel throughout the Netherlands during a busy six-day visit. One of the objects of the tour is to meet influential and informative bodies so that they can gauge the demand for Scottish locations and measure Cumbernauld's conditions and terms against Dutch expectations. It is hoped that the influential people they will meet during the tour will facilitate future negotiations between the Development Corporation and industry in the Netherlands. The Netherlands Chamber of Commerce were most helpful in ensuring that maximum coverage of Dutch industry is achieved during the visit.

Ready for take-off! Members of the British motor parts and accessory manufacturers' mission to Japan and South Korea, with Mr. Graham Allen, leader of the mission, centre. The mission was organized by the Society of Motor Manufacturers and Traders.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

Russians order anti-pollution booms

The Soviet Union has placed an order described as 'substantial' for anti-pollution and oil-retention booms with William Warne & Co. Ltd., the Barking (Essex) rubber manufacturers.

It is the first Russian contract for these booms to be placed with the company and one of the largest single orders yet received for Warne booms, which are already well established in the United States, the Middle East and many other parts of the world.

The Soviet deal was among numerous export feats on which Warne were congratulated by Mr. Anthony Grant, Parliamentary Under-Secretary, Department of Trade and Industry, during a visit to the company's factory. Warne's many products – ranging from hose for jet aircraft to sealing rings and even the elastic thread used in golf balls – are now exported to 114 countries throughout the world.

Iran buys mobile laundries

Diesel generating plant manufactured by R. A. Lister & Co. Ltd., Dursley, Glos., a Hawker Siddeley Diesels company, is to provide the power for mobile laundry units, showers and desalination plant ordered for the Iranian Army. The total order is worth £250,000.

Nine mobile laundries built by Ibis Engineers Ltd., Kendal, Westmorland, will service troops in the field. Each unit, mounted on a trailer, contains all the machinery necessary for raising steam, heating water, washing and drying laundry and generating the required electrical power. The equipment is also suitable for use on civil engineering sites and in disaster areas.

Ibis Engineers are also supplying nine mobile shower trailers, similar in size to the laundry, each containing eight changing/shower cubicles. All the services for the shower trailer are provided from the laundry unit.

Zambian £1 million contract

Contracts amounting to over £1 million have been awarded to Sim-Chem Ltd., Stockport, for the design, supply shipping and construction management of an acid concentration and denitration plant to be built at Mufulira in the Republic of Zambia.

The contracts have been awarded to Sim-Chem by Kafironda Ltd. whose principal shareholders are Indeco Ltd. and Covenant Industries Ltd., a company owned jointly by ICI Ltd. and Charter Consolidated Ltd.

The new plant will be incorporated in the final £2 million stage of Kafironda's expansion towards local manufacture of industrial explosives.

Eire orders more telephones

GEC-AEI Telecommunications Ltd. have received orders totalling over £162,000 during the past 18 months from the Posts and Telegraphs Department of Eire for GEC 746 telephones, 741 wall telephones and components. The Eire P & T Department has ordered nearly 46,000 756 and 741 telephones since they were introduced in 1968. They are manufactured by the company's telephone division at Aycliffe, Co. Durham.

Housing system will be used in the US

The same building technique which has been used to provide housing for over 150,000 council tenants, by more than 100 local authorities throughout the United Kingdom, is to be adopted for the construction of luxury apartment blocks in the United States. It is Bison Wall Frame, an all-British building system developed by Concrete Ltd. The firm announce the first Wall Frame contract by the Blakeslee Corporation, one of Bison's three American licensees, who are to build 'Park Towers' – a 10-storey block of 101 'efficiency apartments, at the junction of Virginia Avenue and Huntingdon Turnpike at Bridgeport, Connecticut.

The 359 concrete external wall panels required for 'Park Towers' – some of them weighing up to 10 tons each – will be produced by Blakeslee's in an entirely new plant equipped with special steel moulds and other equipment provided by Concrete Ltd. and manufactured in Britain.

The supply of such equipment has itself turned out to be a valuable dollar export. The Blakeslee plant comprises over 400 British-made items and components. Some of the tilting frames are 10 ft. by 60 ft. in size.

Total value of the order for the moulds is more than $250,000.

Spearwell Tools Ltd., the garden tool manufacturing member of the Spear & Jackson International group of companies, is a major supplier of agricultural tools to the Pacific Islands. Pictured on a recent visit to the Spearwell warehouse in Staffordshire is Mr. Norman Perks (right), the company's representative in the Pacific Islands, with Mr. J. R. Waters, Spearwell's export sales manager. Mr. Perks is holding a large fork and a paddle-shaped implement, known as a Yam Spade, both made exclusively for the islands.

Furniture for Windward Islands

Eight men from Hunter and Smallpage, York, flew out recently to join Mr. Arthur Heppell, of Heppell Contracts, ready to start fitting furniture and upholstered items into the new Halcyon Hotel, St. Lucia, Windward Islands. Mr. Heppell left a week before in order to make preparations and to check on the safe arival of the 3,750 containers in which the tropicalized furniture had been packed.

Hunter and Smallpage Ltd. won the £100,000 contract to provide the fitted bedroom furniture for the new hotel against fierce American and Caribbean competition.

Mr. Derrick Marsden, joint managing director of Hunter and Smallpage, is also visiting the site of the hotel, which is being constructed for the Court Line by Wimpey.

Japanese ferry orders stabilizers

Vosper Thornycroft non-retracting fin stabilizers have been ordered by the Hitachi Shipbuilding and Engineering Company of Osaka, for installation in a new 10,200-ton passenger and vehicle ferry building for NYK, one of Japan's largest shipping companies. The new ship is the first of several such ferries to be built for operation among the Japanese islands.

The equipment, worth about £50,000, will be delivered in Japan within 12 months of being ordered to fit in with the building programme of the ship – to be at sea in June 1972.

Telephone exchange in operation

A new 5005 crossbar telephone exchange manufactured and installed by Plessey has been brought into operation in Estoril, Portugal. With the cut-over of the 5,000-line Estoril exchange, Plessey have now supplied a total of 30,000 lines of the high-speed crossbar equipment for metropolitan Portugal.

The Estoril equipment – capable of extension to an ultimate 10,000 lines – was engineered, manufactured and installed by Plessey Automatica Electrica Portuguesa, one of the company's overseas subsidiaries.

Plessey is currently manufacturing a further 31,500 lines of 5005 crossbar equipment for Portugal, and by the end of 1972 it is anticipated that the country will have over 80,000 lines of crossbar equipment serving 18 major telephone exchanges.

The first order for Plessey crossbar equipment in Portugal – for the Damaia exchange – was placed five years ago.

Record export figures

The first nine months of 1970 produced record export figures for Slazengers Ltd., manufacturers of sports equipment and clothing. The company now export over 50 per cent of production, to a value in excess of £3 million – this represents a 30 per cent increase in export business over a similar period for 1969.

The leading markets for Slazenger sports goods are the United States, Canada and France, and a recent order came from Japan – for 560 sets of golf clubs valued at about £60 a set.

£355,000 gearing order

David Brown Gear Industries Ltd., Huddersfield, Yorks., have secured a £355,000 order from Norway. Placed by A/S Thunes Mekaniske Verksted, Oslo, the order is for the supply of main gear drives for steel production plant and is the largest David Brown have ever received from a Scandinavian country. Various parts of this order will be manufactured at Huddersfield, Salford and Sunderland.

Orders from Germany

The mixing and compounding machinery division of Vickers Ltd., South Marston, has obtained the first order from a major West German rubber manufacturing company for an R10 Vickers Transfermix 6 shearplane machine. It will be used for warming fully mixed rubber before extrusion into sheets, and has been sold to Continental Gummiwerke AG at Hanover as a result of 18 months of trials and negotiations at South Marston, Hanover and Detroit in the United States. Two similar machines are already in production on a treadline of the Armstrong Rubber Company in Des Moines, United States.

* * *

In the face of competition from United States and French companies, Vickers radiation and nuclear engineering division at South Marston has won an order from Bundesanstalt für Materialprüfung (BAM) in West Berlin, for the supply of a Super-X industrial linear accelerator. BAM is the principal material testing organization of the Bundesrepublik and provides a nation-wide service to German industry on all aspects of material technology.

This is Vickers fifth export order for the Super-X.

EXPORT ORDERS, *continued*

More rice combines for Senegal

As part of a further modernization of its harvesting capacity, the rice development company of Senegal has placed a repeat order for 12 rice combines with Massey-Ferguson. The Government-owned Société de Developpement Rizicole du Senegal took delivery of its first 12 high-capacity MF510 rice combines in 1968 to replace 30 other combines of different makes. More of the older and less efficient equipment will be phased out with the arrival this month of another 12 MF510 combines, which are being supplied under the new order to the SDRS's full-mechanized 14,000-acre estate at Richard Toll, about 250 miles north of Dakar.

The British-made combines – supplied from MF's combine plant at Kilmarnock, Scotland – are front-mounted on tracks and powered by 104 hp Perkins diesel engines. Equipment specified for the repeat order is worth about £60,000.

Weighing system for Antwerp

An intrinsically safe electrical weighing system has been supplied to Monsanto by GEC-Elliott Precision Controls Ltd. – part of GEC-Automation. The system is worth approximately £7,000 and is being installed at the rubber chemical plant operated by Monsanto Europe SA in Antwerp.

The equipment will be used to measure and control stocks of chemical additives which are used by Monsanto customers in the compounding of rubber.

Tropical telephones for luxury hotels

Orders worth some £50,000 for standard telephone instruments, specially designed for continuous operation in tropical and 'extreme-condition' environments, have been announced by Pye TMC Ltd., member of the Pye of Cambridge group. Under these contracts telephones are to be supplied to several countries, including Nigeria, Sierra Leone, Malta, Bahrain and Sharjah. More than 800 instruments each incorporating a 'message-waiting' lamp will be installed in major luxury hotels in these areas.

Australian sales record

Sales of British Leyland's Austin 1800 have doubled in Australia during the past four months. The Mk. II 1800, announced under two years ago in Australia, took a record 18.4 per cent of the medium car market in September with sales of 1,355 units compared to 12.3 per cent (627 units) in June of this year.

British Leyland dealers have been taking part in a sales incentive scheme for the 1800 model, the prize offered being a free weekend trip to Fiji.

Since the introduction of the Mk II over 22,700 units have been sold in Australia.

£300,000 Spanish contract

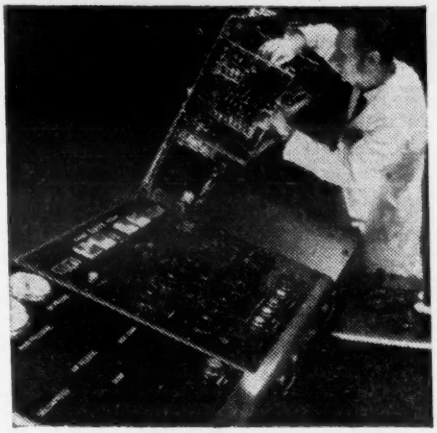
A £300,000 contract to supply a hydraulic press, shear and conveyor system has been awarded by Empresa Nacional Siderurgica SA, Aviles, Spain, to Harris-Economy Ltd., the Bridgend, Glam., firm of metal scrap processing equipment manufacturers.

The 320-ton press is the first of its kind exported by the company to Europe. Capable of processing bales up to 1,600 lb. every 95 seconds, this press, together with the shear and ancillary equipment, produces high-density scrap ready for the foundry.

Hotel project in Port of Spain

A further contract valued at approximately $207,000 has been awarded by the Industrial Development Corporation of Trinidad to Horsford and Mitchell Construction Ltd., in connection with major works now in progress at the Hilton Hotel, Port of Spain.

The new project involves the construction of a bridge link, 250 ft. in length, connecting the existing hotel with the extension which the company is now erecting.



From the console seen here receiving final adjustments before despatch by the hydraulic machinery division of Davy and United Engineering Co. Ltd., one man will control a 2,000-ton forging press and its manipulator. Orders for these fully integrated forging plants for steel and non-ferrous metals have been filled in the United States and Spain. Inquiries have also been received from India, Italy and Japan.

Oilwell servicing contract in Abu Dhabi

Geoprosco International Ltd., drilling arm of the Cementation group of companies, have been awarded an oilwell servicing contract by the Abu Dhabi Petroleum Company. The contract constitutes a widening in scope of the drilling and related services offered by Geoprosco in the Middle East.

More silencers for Barbados

Burgess Products Co. Ltd., Hinckley, Leics., are building for export to Barbados four more steel exhaust silencers each 25 x 6 ft. diam. and weighing 4¼ tons. The silencers, designed for use as self-supporting units, will operate in conjunction with two Mirrlees Blackstone 16-cylinder KV Major turbocharged diesel engines to provide additional capacity in the Spring Garden power station.

Two similar Mirrlees Blackstone generating sets with Burgess silencers were installed last year and the power station, situated near a residential district of Bridgetown, is now being extended to double its capacity to 18 MW.

Radio network contract

AGIP, the Italian state oil company, has placed a contract worth over £90,000 with International Aeradio Ltd. to provide a radio network for use in connection with its oil prospecting operations in the South China Sea. The network will link AGIP's branch office in Djakarta, Indonesia, with its operating base on Natuna Island, 650 miles away, and with an offshore drilling rig and its associated supply vessels and helicopters.

To service the radio equipment, maintenance facilities will be established on Natuna Island and the resources of a Singapore-based subsidiary will be used for installing the equipment at the various points. Co-ordination of the entire project is being carried out from the headquarters of the parent company at Southall, Middx.

Boiler tubes for Holland

British Steel Corporation's tubes division is supplying about 800,000 ft. of electric resistance welded steel boiler tube, worth more than £100,000, to Royal Schelde, the Dutch boilermakers. The tubes will be used in eight sets of Foster Wheeler boilers for American container ships which have design temperatures and pressures of up to 513° C and 875 psi.

Market debut in Australasia

A British educational system – a briefcase kit for the home-training of computer programmers – will shortly make its market debut in Australia and New Zealand.

Mr. Anthony Stephens, a director of the manufacturing firm, is now touring Australasia with the Dundee Chamber of Commerce mission to conclude sales agreements, including one worth £500,000 with a leading Australian computer firm.

The training system, known as Computeach, is produced by Data Processing Services Ltd., Stourbridge, Worcs. The briefcase kit comprises 250 hours of lectures recorded by computer experts on tape cassettes which are linked to instruction manuals. A tape recorder is also included and the course takes about 11 months to complete, assuming six hours of study a week.

New type of oven delivered

A new type of electric recirculating hot air curing oven, for use in processes where uniform temperatures are essential, has been delivered by G. & R. Gilbert (Industrial) Ltd., Hackbridge, Surrey, to a customer in Iraq for latex curing. The value of the order is in excess of £1,000.

The unit, about 6 ft. 6 in. in internal height, 5 ft. wide and about 4 ft. deep, is on this occasion suitable for relatively low-temperature application, but ovens of the same size and shape can quite easily be built to cater for temperatures well in excess of the range required for latex-curing applications.

£24,000 refractory bricks order

Bonnybridge Refractories Ltd., Bonnybridge, Stirlingshire, have received a £24,000 order from The Wellman Engineering Corporation for 700 tons of refractory bricks to be used in a new slab furnace being constructed by Wellmans in Skopje, Yugoslavia.

$A200,000 test equipment ordered

Hawker Siddeley Dynamics have received a $A200,000 order from Trans-Australia Airlines, Melbourne, for a TRACE 600-M2 automatic test system. The equipment will be available for shipment to Australia before the end of this year.

Trans-Australia, the national domestic airline with a wide network of services throughout the country, operates an expanding fleet of aircraft for which the TRACE system will check out auto-pilot and navigational components.

Setting Europe alight!

Firelighters valued at £55,000 are being shipped to Europe by Kayford Manufacturing Co. Ltd., Airdrie, Scotland. The consignment – the company's biggest export order – is being shipped in 58,000 cases to Bielefeld, Germany, over a period of weeks. The firelighters are destined for Benelux countries.

Assignment in Nigeria

CAS International (Catering) Ltd., the London hotel and tourism consultants, and its French subsidiary, CAS France SA, in association with CEGOS-IDET, Paris, are currently effecting a nation-wide study of the tourist potential of Nigeria. This study has been commissioned by the African Bank for Development, Abidjan.

Valves for French-built tankers

A total of 328 oil tanker cargo valves designed and produced by J. Blakeborough & Sons Ltd., Brighouse, Yorks., are to be installed in four 270,000-ton oil tankers being built for Shell Tankers Ltd. at the St. Nazaire shipyard of Chantiers de L'Atlantique. The order is valued at £124,000.

Orders for oil tanker cargo valves awarded to the marine tanker department of J. Blakeborough & Sons in recent months amount to £600,000 in value. Over half of the 3,000 valves sold were exported.

Valves for Norwegian ships

Two chemical tankers being built by the Moss shipyard, Norway, are to be equipped with £22,000 worth of Hills-McCanna ball valves from Wallace & Tiernan Ltd., Tonbridge, Kent. The cargo and refrigeration systems will be fitted with 'Cryoseal' valves for semi-cryogenic use. Various chemicals will be carried in the ships, which are for two Norwegian companies.

Yugoslav orders for test equipment

Dynamometers manufactured by Redman Heenan Froude Ltd., Worcester, designed to absorb and measure the power developed by all types of prime movers, have been ordered by two Yugoslav companies in contracts valued at £8,500.

RTB, a copper mining company based at Bor, have ordered a DPY 6 dynamometer and associated equipment to carry out periodic engine tests on heavy earth-moving vehicles, and Pomgrad, who manufacture diesel engines, will use a DPX 4 model and other equipment to test the power output of engines coming off production lines at the Split factory.

Control valve for Holland

The control valve division of Hymatic Engineering Co. Ltd., Redditch, Worcs., has landed an order for a special control valve to be used by Esso in Holland.

Esso Chemi NV (Rotterdam) will be using a special cryogenic Hymatic valve in the production of liquid nitrogen at their Rozenberg fertilizer plant.

Busy consultancy service

Present uneasy conditions in world fertilizer markets, exemplified by over-capacity, tough competition and difficult margins, have paradoxically led to a boom in at least one specialist area: there has been an increased demand for the consultancy services offered by Fisons fertilizer division.

Fisons Consultancy Service – which has doubled its staff of experts over the past five years – has set up a team of specialists in process engineering, production operation, environmental engineering, labour utilization, which is available to fertilizer manufacturers throughout the world to assist in the optimization and improvement of existing facilities and factories.

Areas of particular interest are the more efficient use of raw materials, streamlining of manpower requirements, elimination of bottlenecks, and the use of modern analytical and process control techniques for the maintenance of satisfactory product quality.

The team has already operated in Holland, Spain, Sweden, South Africa and Pakistan.

Construction contract in Lagos

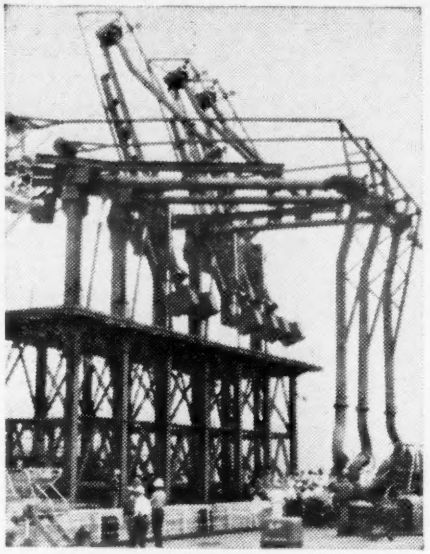
A three-storey block of offices and a warehouse are to be erected at Apapa, a suburb of Lagos, by Costain (West Africa) Ltd. under a £N156,000 package design and construct contract. The office building will be of reinforced concrete construction founded on piling, while the warehouse will be framed in structural steel; there will also be provision for parking cars. The work will be completed in nine months.

Four more orders

Turnbull Marine Design Co. Ltd., Sale, Cheshire, have negotiated four more orders for their patented stern bearing. Two of the orders are for the Finland Steamship Co., Helsinki, and two for the Seatrain Shipbuilding Corporation, New York. The bearings for the latter order are each to be installed in 225,000-ton dw tankers, claimed to be the largest ever built in the United States.

Mexican contract

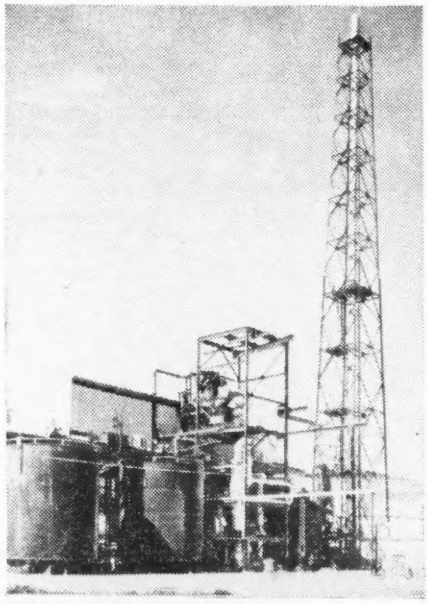
A contract has been awarded to Redman ARM Engineering Ltd., a member of the Redman Heenan International group of companies, to supply a precision slitting line to Industria Electrica de Mexico SA. The line, worth over £55,000, is for slitting silicon steel in coils up to 36 in. wide.



Six Woodfield Autoflow Boom 16 in. units. These all-metal marine loading arms are shown during loading operations at Kiire terminal, the Nippon Oil Group's installation in Kagoshima Bay, Japan. The loading arms were supplied from the United Kingdom by Woodfield Rochester Ltd. of Whitstable.

Fire hose for Egypt

An order for 40,000 ft. of top quality fire hose has been awarded, in the face of intense international competition, to the Leyland group of BTR Leyland Industries Ltd. for delivery early next year to Egypt. The order is for Plasticot fire hose, which is made at the firm's factory at Burton-on-Trent. It will be supplied, in 100-ft. lengths, to the port of Alexandria next January.



The Power-Gas Corporation Ltd., a Davy-Ashmore company, has announced the successful completion and hand over of this 30,000 tons per annum phosphoric acid plant only 70 weeks after the contract was placed. The plant was built for A.E. and C.I. for their Somerset West factory near Capetown, South Africa.

Guatemala chooses British airliner

The Guatemalan national airline, AVIATECA, has chosen a BAC One-Eleven for its first jet services. The plane was selected after examination of 16 competing submissions. One BAC One-Eleven 500 will probably be bought to start with, but with options on more.

This latest order brings the number of One-Eleven announced sales to over 200, worth with spares over £300 million, 132 of these planes being sold for export to a value of £197 million.

Compressed air installation ordered

BroomWade have been awarded a £74,000 contract by Aer Lingus for the compressed air installation of the new environmental test chamber in the airline's component overhaul division at Dublin airport.

The order includes three BroomWade oil-free air compressors, aftercoolers, dual 600-cu. ft receivers, Denco Miller driers, heaters, a 10-micron Duplex after-filter, and the supply and installation of all pipe work and controls.

£2.7 million extension to Dubai Airport

Sheikh Rashid Bin Said Al Maktoum, Ruler of Dubai, has signed a £2·7 million contract with Costain Civil Engineering Ltd. for the design and execution of work at Dubai international airport. This work comprises the construction of the runway, a new taxiway, and the installation of new lighting throughout.

Circular saws for Burma

Spear & Jackson Ltd., Sheffield, have begun delivery to Burma of the first part of an order, worth nearly £50,000, for circular saws. This is the second large contract the company have received from the State Timber Board of Burma in recent years.

Record export sales

Tangyes Ltd., Birmingham, have won a £15,000 order to supply hydraulic lifting gear to the Swiss Army. This brings their total export sales during the current year to £140,000 – a record for the company.

Automatic assembly machines for France

Gilman-Fraser, the automatic assembly machine subsidiary of Giddings & Lewis-Fraser Ltd., Arbroath, Scotland, have secured an order from Automobiles Peugeot for a 10-station, in-line, connecting rod assembly machine. The machine will be installed at the new joint Peugeot Renault factory at Douvrin, near Lille. Production capability is estimated to be at 1,200 assemblies an hour gross, or one assembly every three seconds, and the machine will incorporate a built-in memory system which automatically inspects each assembly at each station.

This is the second export order in recent weeks to be placed with Gilman for automatic assembly machinery, the first being for the Fiat Company of Turin, Italy.

Extension of Kampala sewage works

Millbank Technical Services Ltd. have signed a contract with the City Council of Kampala, Uganda, covering the supply and installation, on credit terms, of pumps and plant to a value of £290,000 to be used in the extension to the city sewage works. Consultants for the complete scheme are Messrs. Howard Humphreys & Son Ltd.

The supply includes equipment manufactured by Simon Hartley Ltd., Ames Crosta Mills Ltd., N. G. Bailey Ltd., Allen Gwynne Pumps Ltd., Kent Lea Instruments Ltd., Electrical Apparatus Co. Ltd., and Sulzer Bros. (London) Ltd.

Millbank Technical Services Ltd. is a commercial subsidiary of the Crown Agents who will be undertaking the placing of orders and shipment.

This contract brings the total value of contracts awarded to MTS this year to over £3 million.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of Trade and Industry *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations and Proposed Regulations which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*.

The French texts of the Regulations and Proposed Regulations may be seen on application to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7174).

Readers are reminded that details of the levies, premiums, supplementary amounts, refunds and restitutions applicable to the various market organizations in the agricultural sector, and of the mean values for production in the wines sector and for valuation of imported citrus fruit, as well as the various Regulations relating to the sale by auction of products held by the intervention organizations of the Member States, may also be obtained from the Export Data Branch at the above address.

SUGAR

Regulation (CEE) No. 2274/70 modifies **Regulation (CEE) No. 447/68** establishing the general rules in matters of intervention by purchase in the sugar sector (*Journal Officiel* No. L246 dated November 12, 1970).

CEREALS

Regulation (CEE) No. 2273/70 modifies **Regulation (CEE) No. 371/67** fixing the restitutions for the production of starches and 'quellmehl' (*Journal Officiel* No. L246 dated November 12, 1970).

PROCESSED FRUIT AND VEGETABLES

Regulation (CEE) No. 2275/70 modifies, in so far as it concerns calculating the levy for various sugar additives **Regulation (CEE) No. 865/68** establishing a common organization of the markets for processed products with a fruit or vegetable base (*Journal Officiel* No. L246 dated November 12, 1970).

FRUIT AND VEGETABLES

The *Journal Officiel des Communautés Européennes* No. C137 dated November 12 contains the text of a Proposed Regulation to modify **Regulation (CEE) No. 2517/69** defining certain measures concerning the improvement of community fruit production. It should be noted that the text of this Regulation, when finally approved, may differ from the draft text referred to above.

OILS, FATS AND OIL SEEDS

Regulation (CEE) No. 2304/70 relates to measures concerning imports of olive oil from Tunisia (*Journal Officiel* No. L248 dated November 14, 1970).

TRADE IN FRESH MEAT – CORRECTION

Trade and Industry dated November 11, 1970 contained an announcement about **Directive No. 70/486/CEE** which concerned health problems connected with intra-Community trade in fresh meat. The *Journal Officiel des Communautés Européennes* No. L245 dated November 11, 1970 contains a correction to this Directive.

Common commercial policy — correction

'TRADE AND INDUSTRY' dated November 11, 1970 contained an announcement about **Regulation (CEE) No. 2172/70** extending to additional products the provisions of **Regulation (CEE) No. 109/70** which established a common system applicable to Community imports from State Trading countries. The *Journal Officiel des Communautés Européennes* No. L248 dated November 14, 1970 contains a correction to this Regulation.

The texts of the Regulations referred to above and of the correction may be seen on application to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7174).

Imports from non-member countries

THE *Board of Trade Journal* dated August 5, 1970 (pages 297/298) contained details of goods which, under Article 115 of the Treaty of Rome, will not benefit from Community treatment when imported by a Member State even though they may be accompanied by a circulation certificate. Details of subsequent alterations to this list of products were published in *Trade and Industry* dated October 28, 1970 (page 100) and November 11, 1970 (page 224).

The *Journal Officiel des Communautés Européennes* No. L244 dated November 7, 1970 contains the text of **Decision No. 70/489/CEE** authorizing France to exclude from Community treatment tableware and other articles of a kind commonly used for domestic or toilet purposes, of porcelain and ceramic materials, other than common pottery and stoneware (Common Customs Tariff No. 69.11 and 69.12 C and D) originating in China and freely circulating in the Benelux countries.

The French text of the Decision referred to above may be seen on application to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7174).

Tariff quotas

THE *Board of Trade Journal* dated January 21, 1970 pages 189/190) contained an announcement about **Regulation (CEE) No. 2616/69** setting up a community tariff quota for 34,000 tonnes of cod, whole, headed or in pieces, salted, brined or dried (Common Customs Tariff No. 03.02 A I b) at a 'nil' rate of duty for the period January 1, 1970 to December 31, 1970. The *Journal Officiel des Communautés Européennes* No. L245 dated November 11, 1970 contains the text of **Regulation (CEE) No. 2263/70** increasing the amount of this quota by 6,000 tonnes to 40,000 tonnes. The additional amount has been added to the amount of the reserve, bringing the reserve to a total of 9,000 tonnes.

The *Board of Trade Journal* dated June 24, 1970 (page 1682) contained an announcement about **Regulation (CEE) No. 1075/70** setting up a community tariff quota for 46,000 tonnes of herrings, fresh, frozen or chilled, whole, headed or in pieces (Common Customs Tariff No. 03.01 B I (a) 2(aa)) at a 'nil' rate of duty for the period June 16, 1970 to February 14, 1971. The *Journal Official des Communautés Européennes* No. L245 dated November 11, 1970 contains the text of **Regulation (CEE) No. 2264/70** increasing the amount of this quota by 40,000 tonnes to 86,000 tonnes. The additional amount has been added to the amount of the reserve, bringing the reserve to a total of 45,240 tonnes.

The *Board of Trade Journal* dated August 19, 1970 (pages 420/2) contained an announcement about **Regulation (CEE) No. 1571/70** setting up a community tariff quota for 5,000,000 uc (uc=unites de compte – present value US$1) of certain hand-made articles at a 'nil' rate of duty for the period September 1, 1970 to August 31, 1971. The *Journal Officiel des Communautés Européennes* No. L245 dated November 11, 1970 contains the text of **Regulation (CEE) No. 2262/70** which modifies **Regulation (CEE) No. 1571/70** in so far as it replaces the list of Products in Article 1 Paragraph 1 of that Regulation with the following:

Common Customs Tariff No.	Description of Goods
42.02	Travel goods (for example, trunks, suit-cases, hat boxes, travelling-bags, ruck-sacks), shopping bags, handbags, satchels, brief cases, wallets, purses, toilet cases, tool cases, tobacco pouches, sheaths, cases, boxes (for example, for arms, musical instruments, binoculars, jewellery, bottles, collars, footwear, brushes) and similar containers of leather or of composition leather, of vulcanized fibre, of artificial plastic sheeting, of paperboard or of textile fabric: ex B. Of material other than artificial plastic
42.03	Articles of apparel and clothing accessories, of leather or of composition leather: ex C. Other clothing accessories
ex 44.24	Household utensils of wood
ex 44.27	Fancy goods and cabinets (boxes, caskets, cigarette boxes, jewellery boxes, pencil boxes, portmanteaux, standard lamps, and other lighting fittings, etc.), ornaments, racks and articles of wood for adornment; parts of the foregoing articles, of wood
48.21	Other articles of paper pulp, paper, paperboard or cellulose wadding: ex B. Other
59.02	Felt and articles of felt, whether or not impregnated or coated: ex B. Other: Carpets, rugs
ex 61.06 64.05	Shawls, scarves, mufflers, mantillas, veils and hat-veils, and similar articles Parts of footwear (including uppers, in-soles and screw-on-heels) of any material except metal
ex 66.02	Walking sticks (including climbing sticks and seat-sticks), whips, riding-crops and the like
68.02	Worked monumental or building stone, and articles thereof (including mosaic cubes), other than goods falling within heading No. 68.01 or within Chapter 69: A. Worked monumental or building stone: ex IV. Carved
ex 74.18	Cooking and heating apparatus of a kind used for domestic purposes, not electrically operated, and parts thereof, of copper
ex 74.19	Other articles of copper
ex 83.06 83.07	Statuettes and other ornaments of a kind used indoors, of base metal Lamps and light fittings, of base metal, and non-electrical parts thereof, of base metal: ex B. Other
ex 83.10	Beads and spangles, of base metal
ex 83.11	Bells and gongs, non-electric, of base metal, and parts thereof, of base metal
ex 94.03	Other furniture and parts thereof
95.01	Worked tortoiseshell and articles of tortoiseshell: ex B. Other
95.02	Worked mother-of-pearl and articles of mother-of-pearl: ex B. Other
95.03	Worked ivory and articles of ivory: ex B. Other
95.04	Worked bone and articles of bone: ex B. Other
95.05	Worked horn, coral (natural or agglomerated) and other animal carving material, and articles of horn, coral (natural or agglomerated) or of other animal carving material: C. Other animal carving material, worked: ex II. Other
95.06	Worked vegetable carving material (corozo, nuts, seeds, etc.) and articles of vegetable carving material: ex B. Other
95.07	Worked jet (and mineral substitutes for jet), amber, meershaum, agglomerated amber and agglomerated meershaum, and articles of those substances: ex B. Other
97.02	Dolls of all kinds: ex A. Dolls (dressed or not) – ornamental dolls dressed in the national costume of their country of origin
97.03	Other toys; working models of a kind used for recreational purposes: ex A. Wooden

The French texts of the Regulations referred to above may be seen on application to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7174).

FINLAND

Restrictions on the use of import credits

THE BANK OF FINLAND has considered it necessary to introduce restrictions on the use of import credits for certain categories of goods. The intention is to reduce the reliance on credit financing for the marketing of imported consumer goods, and at the same time, to postpone purchase of other goods included until the period of overheating of the economy has passed.

The new regulations require that the payment for the goods concerned has to be made to an authorized bank or deposited at the Bank of Finland before they are cleared by the Customs or before they are placed in a bonded warehouse, a free warehouse or a free port. The new rules came into force on November 13.

The relevant Brussels Nomenclature numbers are:

06.03	Chapter 42	70.09	84.17.310
06.04	43.02.900	70.13	84.17.350
17.04.901	43.03	70.14	84.18.110
17.04.902	44.24	70.15	84.18.190
17.04.905	44.27	70.16	84.19.100
17.04.908	44.28	70.19	84.19.200
18.06	48.07	71.01	84.20.100
19.07	48.11	71.02.500	84.20.200
19.08	48.12	71.02.700	84.20.400
20.05	48.13	71.03.900	84.25.500
20.06	48.14	71.12	84.25.550
21.03	48.15	71.13	84.40.100
21.04	48.16	71.14.020	84.40.310
21.05	48.17	71.14.090	84.41.801
Chapter 22	48.18	71.15.090	84.51
(Except items	48.19	71.16	84.52.230
covered in	48.21	73.21	84.52.280
Customs Tariff	49.08	73.22	84.52.400
Handbook)	49.09	73.23	84.52.500
24.02	49.10	73.24	84.54.100
25.14	49.11	73.25	84.54.200
25.15	50.07	73.26	84.58
32.09	51.03	73.27	85.03
32.10	Chapter 52	73.28	85.04
32.12	53.10	73.33	85.06
33.06	54.04	73.34	85.07
34.01	55.06	73.36	85.08
34.02.201	56.06	73.37	85.09
34.02.202	Chapter 58	73.38	85.10
34.02.203	59.01	73.39	85.12
34.02.204	59.02	73.40	85.14
34.02.205	59.04	74.09	85.15.430
34.02.209	59.05	74.10	85.15.440
34.05	59.06	74.12	85.15.450
34.06	59.07	74.17	85.15.560
35.06	59.10	74.18	85.15.590
36.05	59.14	74.19	85.20
36.06	60.02	75.06	85.23
36.07	60.03	76.08	86.08
36.08	60.04	76.09	87.01
Chapter 37	60.05	76.10	87.02
39.01.605	60.06	76.11	87.07
39.01.702	Chapter 61	76.12	87.09
39.01.709	Chapter 62	76.13	87.10
39.02.605	Chapter 64	76.14	87.13.100
39.02.702	(Except 64.05)	76.15	87.14
39.02.703	65.03	82.08	89.01.181
39.02.704	65.04	82.09	89.01.188
39.02.709	65.05	82.10	89.01.189
39.03.603	65.06	82.11	89.01.809
39.03.705	66.01	82.12	89.01.909
39.03.706	66.02	82.13	90.02
39.07.210	Chapter 67	82.14	90.03
39.07.230	68.01	82.15	90.04
39.07.240	68.02	83.01	90.05
39.07.310	68.03	83.02	90.06
39.07.320	68.07	83.03	90.07
39.07.330	68.08	83.04	90.08
39.07.351	68.09	83.05	90.09
39.07.359	68.10	83.06	90.10
39.07.360	68.11	83.07	90.13
39.07.390	68.12	83.10	90.23
39.07.400	68.16	83.11	90.26
39.07.500	69.04	83.12	Chapter 91
39.07.600	69.05	83.14	Chapter 92
39.07.800	69.06	84.06.211	Chapter 93
39.07.903	69.07	84.06.219	94.01
39.07.909	69.08	84.12	94.03
40.11	69.10	84.15.120	94.04
40.13	69.11	84.15.140	Chapter 95
40.14.300	69.12	84.15.180	Chapter 96
40.14.900	69.13	84.15.200	Chapter 97
	69.14	84.15.300	Chapter 98
	70.08	84.15.400	Chapter 99

All inquiries relating to this notice should be addressed to the Department of Trade and Industry, Tariff Section, Export Data Branch, Hillgate House, 35 Old Bailey, London, EC4M 7HU (01-248 5757, Ext. 458, 459, 460, 461 and 462).

DENMARK

Price control—amendment

IN THE NOTICE about the Danish price control which appeared in *Trade and Industry* of October 28 (page 100), the English title of the Monopoltilsynet should read Monopolies Control Authority.

IRISH REPUBLIC

Import quota No. 31—electric filament lamps

UNDER THE Control of Imports Acts 1934 to 1964 the Government of the Irish Republic has set a quota for certain electric filament lamps of 70,600 articles for the period December 1, 1970 to June 30, 1971.

This Order may be cited as the Control of Imports (Quota No. 31, fiftieth period) (Electric filament lamps) Order 1970.

The Interpretation Act, 1937 (No. 38 of 1937), applies to this Order.

Quota order for which quota period and quota are appointed	Quota period	Quota	General Description of subject matter of quota
Control of Imports (Quota No. 31) Order 1936 (SR & O No. 238 of 1936) as amended	The period beginning on the 1st day of December 1970 and ending on the 30th day of June 1971	70,600 (Seventy thousand six hundred articles)	Certain electric filament lamps

Inquiries from British exporters should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 466, 467).

Merchandise marks

Restriction on sale orders

THE MINISTER for Industry and Commerce in the Irish Republic has made Orders under the Merchandise Marks Act 1931 as amended by the Merchandise Marks Act 1970 which provide that imported biscuits and men's and boys' outerwear may not be sold or offered for sale unless marked with an indication of origin. The Order for biscuits comes into operation on March 1, 1971 and that for men's and boys' outerwear on August 1, 1971.

Restriction on importation orders

Orders have also been made under the Merchandise Marks Act 1931 as amended by the Merchandise Marks Act 1970 which provide for the marking of imported vitreous enamelled ware and plumbers' brassfoundry and compression couplings with an indication of origin.

Inquiries from British exporters on all four Orders may be directed to the Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2270).

ICELAND

Price freeze

THE ICELANDIC GOVERNMENT has imposed an interim price freeze on all goods from November 1, pending the introduction of more permanent measures to halt inflation. Inquiries relating to this Notice should be made to Tariff Section, Export Data Branch, Department of Trade and Industry, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Exts. 458, 459, 461).

GREECE

Abolition of import deposits

DEPOSITS previously collected on a wide range of imports into Greece, which include foodstuffs, coal products, iron and steel products, office machinery, paper, textiles, bricks and electrical machinery were abolished in April.

Details may be obtained by British exporters from Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 475 and 420).

YUGOSLAVIA

New import restrictions on agricultural products

IT HAS BEEN announced in the *Official Gazette* of the Socialist Federal Republic of Yugoslavia (No. 45 dated October 15) that certain products for foods including maize, oil seeds, and animal fodder under Section O have been transferred from import category L B (free imports) to D (imports subject to licensing).

This new regulation came into effect on October 16.

Details of goods affected may be obtained from Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

HUNGARY

Fourth Five-Year Plan, 1971-1975

THE HUNGARIAN Five-Year Plan 1971-75 was enacted in October 1970. As yet, fully detailed information on it is not available but so that firms interested in the Hungarian market can at this stage obtain some idea of its overall aims, a summary in English has been prepared from information which appeared recently in the Hungarian Press.

The summary is set out under the following headings:

Principal objectives
National income
Development of production
Investment
Scientific research and development

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ECONOMICAL RATES: Sea to Istanbul or Iskenderun. Hence by road or rail to Middle East destinations.
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TOPKAPI **T.T.T.**
LONDON ..... GILLIES ST., N.W.5. Tel.: 01-267 3221. Telex 267 717.
ROTTERDAM ..... 2 EENDRACHTSWEG 65. P.O. Box 1322. Tel. 11 28 55. Telex 21365.
6 MUNCHEN 75 ..... THALKIRCHNER STR. 124. Tel. 77 60 93.
2 HAMBURG 39 ..... BELLEVUE 56. P.O. Box 390 328. Tel. 27 92 055. Telex 21 57 22.
ISTANBUL ..... KARAKÖY. RIHTIM CAD 209. Tel. 44 66 24. 44 66 33.
ISKEMDERUM ..... TEMMUZ. CAD 21. Tel. 2378 2478.
WAREHOUSING & CONTAINER DEPOT ALSO AT YOUR SERVICE

At a recent celebration dinner in Stockholm Mr. Gunnar Kihlman, general manager of the National Association of Swedish Toy Dealers, presented Mr. Ralph Ehrmann, chairman of Airfix Industries Ltd., with the 'Brunte', Sweden's Toy of the Year award. The trophy was won by Airfix Products in competition with the world's leading toy manufacturers. This is only the third occasion on which the award has been given to a British company. Picture shows (left to right): Mr. G. Kihlman, Mr. R. Ehrmann and Mr. Ivarsson, president of the Brio Co., Mrs. Inga Ehrmann and Mr. L. Hall, managing director of Brio Scanditoy AB, Airfix distributors in Sweden. Note: This caption was printed in error with the wrong picture on page 140, Trade and Industry, *November* 4.

Industry and building industry
Power production and supply
Metallurgy
Aluminium industry
Engineering industry
Chemical industry
Building materials industry
Light industry
Food industry

Agriculture
Plant cultivation
Animal breeding
Forest economy

Transport and telecommunications
Internal trade and tourism
Internal co-operation and foreign trade
Conditions of life of the population
Consumer goods
Public utilities
Health service.

Copies of the summary are available from Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2258 or 3463). Also available are analyses of the guidelines for the 1971-75 Plan which the Hungarian National Planning Bureau announced in February 1970 (see page 461 of the *Board of Trade Journal* of August 26, 1970).

IRAQ

Imports of vehicles for use by Government Departments

ACCORDING TO a Baghdad press report, Government Departments have been directed to make their imports of cars and spare parts through the General Automobile Company. If the GAC is unable to supply any special orders, the Government Departments may be exempted from trading through the company but will not be allowed to pay agents commission and may be required to compensate the company for any loss of profit.

No further information is available at present, but inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

SUDAN

Confiscation

THE SUDANESE Government announced on November 16 the confiscation of all properties, movable or immovable, share holdings, bank accounts, etc, of Hamid Mohamed el Hamid el Ansari, and called for all claims against his estate to be registered by November 30.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2357).

SAUDI ARABIA

Customs tariff changes

THE FOLLOWING are the items (Brussels Nomenclature) affected by by Saudi Arabian Royal Decree No. M/17 of September 2.

02.01, 02.02, 02.04, 02.06, 04.04, 12.07, 13.02, 13.03, 20.07, 27.10, 32.04, 32.05, 32.06, 32.07, 32.08, 32.09, 32.11, 32.12, 33.06, 38.07, 38.08, 38.18, 38.19, 39.01, 39.02, 39.03, 39.04, 39.05, 39.06, 39.07, 40.01, 40.02, 40.03, 40.04, 40.05, 40.06, 40.07, 40.08, 40.09, 40.11, 40.14, 40.15, 41.06, 44.03, 44.04, 44.05, 44.06, 44.07, 44.08, 44.09, 44.10, 44.11, 44.12, 44.14, 44.15, 44.16, 44.17, 44.18, 44.25, 48.01, 48.02, 48.03, 48.04, 48.05, 48.07, 48.21, 55.09, 59.01, 59.04, 61.06, 62.01, 62.05, 63.01, 64.01, 68.01, 68.02, 68.11, 68.13, 69.01, 69.02, 69.03, 70.08, 70.09, 70.14, 70.21, 71.12, 71.13, 71.14, 71.15, 71.16, 73.09, 73.10, 73.11, 73.12, 73.13, 73.14, 73.25, 73.40, 74.03, 74.10, 74.19, 75.02, 75.05, 76.02, 76.03, 76.04, 76.05, 77.02, 77.04, 78.02, 79.02, 80.02, 81.01, 81.02, 81.03, 81.04, 83.01, 83.14, 83.15, 84.09, 84.10, 84.12, 84.15, 84.17, 84.18, 84.19, 84.20, 84.21, 84.22, 84.23, 84.24, 84.61, 85.19, 85.20, 85.22, 85.23, 85.24, 87.01, 87.02, 87.03, 87.04, 87.05, 87.07, 87.09, 87.10, 87.14, 90.26, 90.27, 91.03, 97.01.

Details are available from Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248, 5757, Ext. 420 and 475).

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MALI

Cholera regulations

IT HAS BEEN REPORTED that visitors travelling to Mali from Ivory Coast, Liberia and Sierra Leone as well as from the Middle and Far East and Eastern Europe must hold valid cholera vaccination certificates.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Department of Trade and Industry, Room 339, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2334).

MALAGASY REPUBLIC

Global quotas

DETAILS OF the Malagasy global import quotas for the six months commencing October 1, 1970, are now available.

Inquiries should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 408/423/288).

NIGER

Tariff modifications

IT HAS been reported that the modifications to the Niger Tariff applicable to tobacco and cigarettes, spare parts and tyres (reported in *Trade and Industry*, Vol. 1, No. 5 page 283) have been annulled. However the new rates of fiscal import duty applicable to textiles remain unaltered.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

GHANA

Import licensing

NOTICE TO Importers No. 351 – General Guide to Importers – Import Licensing Procedures for the period of January 1 to December 31, 1971, was published in the Ghana *Commercial and Industrial Bulletin* of October 17.

Details may be obtained from Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

KENYA

Import licensing regulations

LEGAL NOTICE No. 213 published in the Kenya *Official Gazette* Supplement of November 6, announced with effect from October 24, the Imports, Exports and Essential Supplies (Import) (Amendment) (No. 5) Order, 1970, which amends the First Schedule to the Imports, Exports and Essential Supplies (Imports) Order, 1968 (published in the *Board of Trade Journal* of December 13, 1968, pages 1662-1664), by the addition of the following new items:

First Schedule

Code	Items
276 9 0 0	Chalk only
893 0 0 3	Plastic tableware including all sizes of plates, cups and saucers, salad bowls, soup bowls, cereal bowls, cream jugs, milk jugs, salt and pepper shakers, with or without decoration, whether in sets or single items; trays of all sizes with or without decoration; ash trays, for all purposes, with or without decoration, including advertising ash trays; souvenir picture ash trays; stools
893 0 0 9	Artificial plastic toilet seats and covers; lids and caps for bottles, plastic and aluminium tubes
899 5 2 0	Buttons made of urea formaldehyde moulding powder only

* Note: All goods listed in the First Schedule to the Imports, Exports and Essential Supplies Order, 1968, are prohibited from being imported into Kenya without a specific import licence

Inquiries relating to this notice should be addressed to the Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248, 5757, Ext. 471/2/3).

ZAMBIA

Economic reforms

IN A NOTICE published in *Trade and Industry* of November 18, page 282, exporters were advised of the further economic measures recently announced by President Kaunda. Telegraphic information has now been received which clarifies the position regarding retail and wholesale trading licences in Zambia.

The position relating to trading in prescribed goods remains unaltered with the exception of those commodities listed in paragraph 5 of the aforementioned notice.

It will therefore be possible for non-Zambian traders after December 31, 1971, to obtain both retail and wholesale trading licences to trade in prescribed goods in terms of Statutory Instrument No. 367 of October, 1968, entitled Trading (Prescribed Goods) Regulations 1968, to trade in the following goods:

Educational supplies, office machinery, stationery supplies and equipment, books, newspapers, periodicals, electrical goods, fittings and apparatus, pharmaceutical drugs and cosmetics, motor vehicles, motor bicycles, bicycles and spares, tractors, mechanically propelled earth moving equipment, all types of machinery and parts, flowers and florists' equipment, funeral furniture and equipment, medical supplies, furniture and equipment, musical instruments and supplies, optical spectacles, dental plates, photographs and photographic equipment, pictures, picture frames, artists' supplies, scientific instruments and parts, sewing machines and parts, pets and pet food, petrol, oil and lubricants.

Exporters are also advised that the list of companies given in paragraph 4 of *Trade and Industry* mentioned above should have also included Refined Oil Products Ltd.

Inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2226).

NIGERIA

Second National Development Plan

THE SECOND National Development Plan 1970-1974 has recently been published. The aims include a reduction of over-reliance on foreign participation and control in industry, a reduction of expatriates in certain sectors, especially industry and commerce, and an extension of Government interest and control into specified industries in Nigeria. The following is a summary of the Plan:

The Government will not embark on indiscriminate nationalization of existing or future private enterprises. Where nationalization is necessary, arrangements for compensation will be in accordance with internationally accepted norms of equity and fair play. The Government will seek to acquire, by law if necessary, equity participation in a number of strategic industries which will be specified periodically. They will seek to widen and intensify positive participation in industrial development, where necessary, by joint participation with foreign or Nigerian enterprises; or if occasion demands, by complete control and Government ownership of very strategic industries.

The following industries have been reserved for effective direct

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public-sector control, where the Government will hold at least 55 per cent of the equity:

(a) iron and steel basic complex;
(b) petro-chemical industries;
(c) fertilizer production;
(d) petroleum products (especially for local distribution)

A National Oil Corporation, together with associated public-owned companies, will be established to provide for Government participation in oil exploration and mining, refining, distribution and marketing. A second refinery will be established within this complex and will come on-stream in 1974. The Plan states that the next phase will be the Nigerianization of the distribution and marketing of petroleum products. It is also stated that the exploration and mining of crude petroleum can no longer be left exclusively in the hands of international combines and expatriate enterprises. The Government will therefore participate in oil exploration and mining as soon as possible.

Approval in principle has been given for the establishment of a National Prospecting and Mining Company in which all rights to any new (solid) minerals discovered would be vested.

A National Supply Organization will be established to handle (on purely commercial lines) all purchases by Government and quasi-Government departments; there will be offices in all countries from which the bulk of imports into Nigeria come.

Management agreements with expatriate concerns are generally not favoured but there is to be priority for an infusion of managerial and technical expertise into Nigerian Airways, if necessary through partnership with foreign operational expertise.

Whilst foreign investment in the industrial sector is welcomed, it is a firm policy of Government that Nigerians must have a definite and effective stake in ownership and management of each venture. As part of the general policy, nation-wide equity participation in all manufacturing industries is to be encouraged. To this end, a National Industrial Development Committee is to be established, to include representatives from the private sector, to review projects and proposals for industrial development throughout Nigeria.

There will be complete Nigerianization of the distribution trade. Nigerian co-operative organizations will be established together with other facilities which will be designed to direct these operations increasingly to Nigerians. Apart from highly technical and complex goods, such as plant, machinery and specialized transport equipment, sole agency systems, which also tend to reserve distribution to expatriates, will be discouraged. Expatriate quotas will be denied for general distributive trade (wholesale or retail) and a new Inspectorate Service will make post-grant checks to ensure that no expatriates who have been granted permits for other work, change to the distributive trade.

Some sectors of industry will be run as mixed ventures, with Government and private indigenous investment at a minimum level of 35 per cent of equity. These include:

(a) plantation products of cash crops and raw materials for processing industries such as wheat and sugar;
(b) food industries;
(c) forest product industries;
(d) building materials and construction industries.

Existing commercial laws including copyrights, patents, trademarks and hire purchase agreements will be indigenised during the period of the Plan.

Copies of the Plan may be seen at Statistics and Market Intelligence Library, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU.

Inquiries from British exporters about this notice should be addressed to Commercial Relations and Export Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3338/3064).

REPUBLIC OF SOUTH AFRICA

Importation of potatoes

UNDER a South African *Government Gazette* notice No. R267 of October 30, the importation into the Republic of potatoes (except-ing seed potatoes) except under authority of a permit issued by the Secretary for Agricultural Economics and Marketing has been prohibited.

Inquiries should be addressed to the Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

Customs tariff amendments

THE FOLLOWING changes were noted in the South African Government *Gazette* No. 2910 of October 30:

R.1871: Specific provision at a rate of duty of 20 per cent is made for sodium metasilicate pentahydrate.

R.1872: The duty on filters not suitable for use with motor vehicle engines is decreased from 40 per cent (General) and 20 per cent (MFN) to free.

R.1873: Specific provision at a rate of duty of 20 per cent or 10c. per lb. is made for disc brake calliper mechanisms.

R.1874: The provision for a rebate of duty on disc brake calliper mechanisms for the manufacture of motor cars is withdrawn.

R.1875: Provision is made for a rebate of the full duty on goods of any description, for use by the National Sea Rescue Institute of South Africa.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

CEYLON

New customs tariff

CEYLON CUSTOMS notification (RPO) No. 70/2 gives details of the import duties which became effective from midnight on October 25/26, 1970.

A copy of the notification may be seen at Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471, 472 and 473).

SINGAPORE

Import control

SINGAPORE Import & Export Notice No. 18/70 dated November 11 states that the following items are now no longer subject to quota restriction or special import licensing:

'Sheet and plate glass.'

Any inquiries regarding this notice should be made to the Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 401, 468 and 469).

EXPORT HANDBOOKS

The Department of Trade and Industry has issued four Export Handbooks – 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services', 'Organization for Overseas Marketing' and 'Agency Legislation and Practice Abroad'. Together they contain over 300 pages of information that every exporter should have. To get as many free copies of these four Handbooks as you require for day-to-day use by your export staff, write now to Information Division, United Kingdom Publicity Section (707), DTI, 1 Victoria Street, London, S.W.1.

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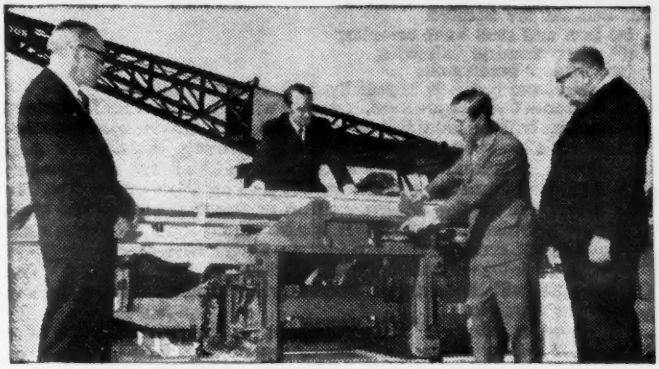


A complete assembly of longwall mining equipment recently arrived in Sydney in 42 containers. Valued at more than $A400,000 the machinery, which is destined for the Bellambi Coal Company's South Bulli mine in NSW, comprises an Anderson Boyes cutter, Gullick Dobson hydraulic supports, and Dowty Meco conveyor and loader. Seen here at the workshops of the Australian agents, Swift MIP Pty. Ltd., examining the Dowty Meco machinery are (from left to right): Mr. Dexter Moore, chief executive director, Swift & Co.; Mr. Keith Allison, mining manager, Swift MIP; Mr. Terence Grady, First Secretary (Commercial) British High Commission; Mr. M. E. Farley, director, Swift MIP.

SINGAPORE, *continued*

Import control amendment

SINGAPORE IMPORT Control Notice No. 16/70, published in *Trade and Industry* of October 21, 1970 announced that the import of second hand motor vehicles, i.e. passenger cars, buses and goods vehicles was subject to special licensing, and that the licences would be issued only for re-export purposes.

A further notice has now been received, Import and Export Control Notice No. 18/70, which amends the early announcement. This states that the import of second hand goods vehicles and motor buses is no longer subject to special import licensing. Passenger cars will thus remain subject to special import licensing, and licences will continue to be issued for re-export purposes only.

Inquiries regarding this notice should be made to the Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 401, 468 and 469).

NEW ZEALAND

Customs tariff changes

THE NEW ZEALAND Government has issued Orders which came into force on October 23 amending certain items in the New Zealand Customs Tariff. The Chapters concerned are 51, 55 and 56.

These changes are being published in a fuller form by the new computerized Export Intelligence Service and information is available from Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 401/468/469).

THE PATENT OFFICE

In addition to handling some 82,000 *Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the* Official Journal (Patents) the Trade Marks Journal, British Patent Specifications, Illustrated Abridgements of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, *and 50-year subject matter file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Orpington, Kent, BR5 3RD, or by personal application at the Public Sale Counter of the Patent Office, 25 Southampton Buildings, London, W.C.2.

Receipts from sales amount to some £450,000 annually. You may well find information your firm needs among the Patent Office publications.

Emergency Protection Authority report

COPIES OF the following New Zealand Emergency Protection Authority report have been received and are available from the Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

Tariff Item	Description
39.02.64	Cast acrylic sheet—printed, embossed or otherwise surface-worked
39.02.67	Other

AUSTRALIA

Acetone derivatives—correction

NOTICES WERE published in *Trade and Industry* (November 18, pages 286/288) to the effect that acetone derivatives were the subject of an Australian Tariff Board reference and a Special Advisory Authority inquiry, involving tariff items 29.04.2, 29.04.3, 29.04.9 and 38.19.99.

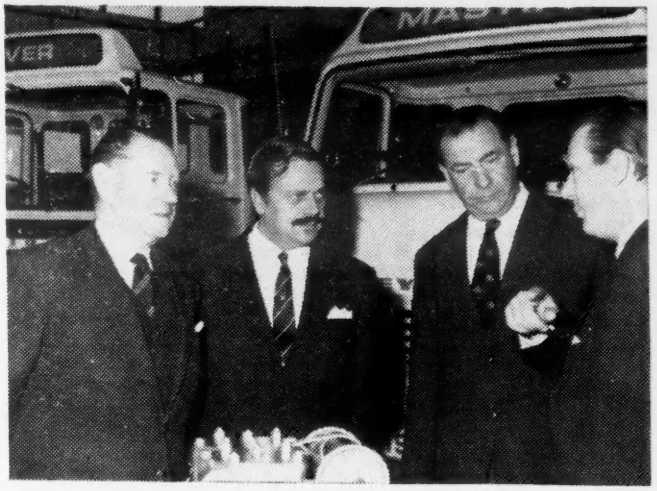
We have now been advised that tariff item 29.04.2 should be amended to read 29.13.2.

Tariff changes

DETAILS ARE given below of changes made in the Australian Customs Tariff by Customs tariff proposals which came into effect on November 10, and are consequent upon the Tariff Board inquiry into agricultural horticultural, etc., machinery.

AMENDMENTS OF PART II OF THE FIRST SCHEDULE TO THE CUSTOMS TARIFF 1966-1970

Tariff Item	Goods	Rate of Duty	
		General	Preferential
Omit paragraph 84.22.92, *insert* the following paragraph:			
84.22.92	Of a kind used solely or principally in agriculture, horticulture or viticulture	20%	10%
Omit sub-items 84.24.2, 84.24.3, 84.24.4, 84.24.5, and 84.25.9, *insert* the following sub-items:			
84.24.2	Rotary cultivators, power operated, of a kind commonly drawn by wheeled tractors not exceeding 10 brake horsepower	30%	20%
84.24.3	Mechanically propelled lawn and sports ground rollers of a kind suitable for use as road rollers	42½%	27½%
84.24.9	Other	20%	10%
Omit items 84.25, 84.26, 84.27, and 84.28, *insert* the following items:			
84.25	Harvesting and threshing machinery; straw and fodder presses; hay or grass mowers; winnowing and similar cleaning machines for seed, grain or leguminous vegetables and egg-grading and other grading machines for agricultural produce (other than machinery of a kind used in the bread grain milling industry falling within item 84.29):		
84.25.1	Lawnmowers operated solely by manpower	45%, or if higher, 81-15 each	22½%
84.25.2	Lawnmowers, electric	35%	20%
84.25.3	Lawnmowers with self-contained power of a kind operated by air cooled internal combustion engines not exceeding 10 brake horsepower	45%	30%
84.25.4	Metal parts for strippers, stripper harvesters, reaper threshers or other harvesters for seeds, grain or leguminous vegetables but not including parts for maize harvesters, maize binders or lucerne bunchers	20%	20%
84.25.9	Other	20%	10%
84.26	Dairy machinery (including milking machines)	30%	20%
84.27	Presses, crushers and other machinery, of a kind used in wine-making, cider-making, fruit juice preparation or the like:		
84.27.1	Of a kind ordinarily used in wine-making	20%	10%
84.27.9	Other	7½%	Free
84.28	Other agricultural, horticultural, poultry-keeping and bee-keeping machinery; germination plant fitted with mechanical or thermal equipment; poultry incubators and brooders	20%	10%
Omit sub-item 84.63.9, *insert* the following sub-item:			
84.63.9	Other:		
84.63.91	Worm gear reduction boxes	40%	30%
84.63.92	Metal parts for strippers, stripper harvesters, reaper threshers or other harvesters for seeds, grain or leguminous vegetables but not including parts for maize harvesters, maize binders or lucerne bunchers	20%	20%
84.63.99	Other	30%	20%



Sir Francis Kitts (second from right), Mayor of Wellington and Mr. J. Barnes (left), Mayor of Dunedin, New Zealand, visited the Lancashire factories of Leyland Motors, headquarters of British Leylands' Truck and Bus Division, on November 17. The visitors were welcomed by Mr. Arthur Fogg (right), director and general manager of Leyland Motors and were accompanied by Mr. Claude Riley export distribution manager. During their 5½ hour stay the two mayors toured the truck and bus assembly lines in Farington Works.

DOMINICAN REPUBLIC

New law on consular fees

A NEW CONSULAR FEE LAW (Law No. 13) was published in the Dominican Republic *Gaceta Oficial* on September 19, 1970. Under this new law a charge of RD$3.00 is introduced for certifying the five copies required of the Bill of Lading. There is also a charge of RD$3.00 for a Consulate certifying any additional copies of the Consular Invoice or the Bill of Lading. The fee for certifying the five copies of the Consular Invoice required remains at 3 per cent of the value declared.

Inquiries about the above notice should be addressed to the Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474 or 476).

BRAZIL

Standards and Regulations for food products

THE BRAZILIAN National Commission for Rules and Standards for Food Products has recently issued revised Regulations concerned primarily with additives to foodstuffs. The regulations consist mainly of minor amendments to the existing legislation.

A translation of the Regulations is available on application to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 476).

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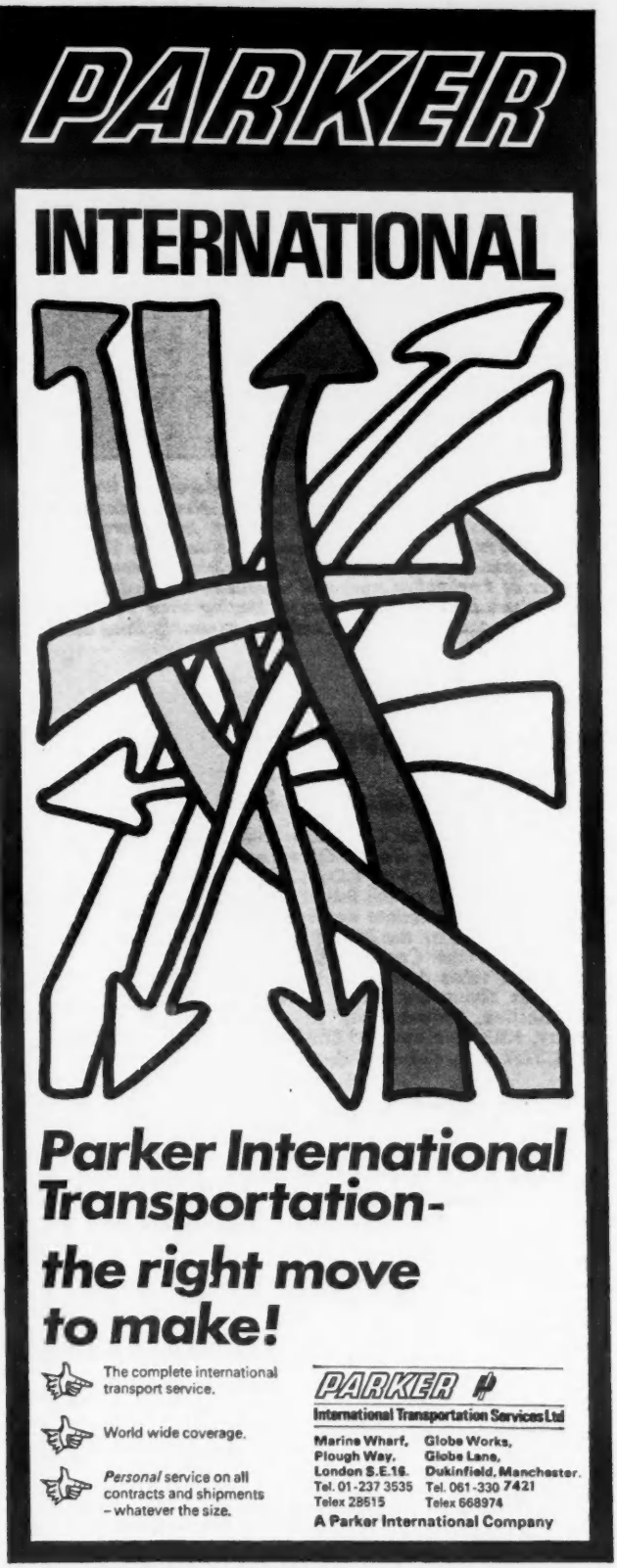
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BRAZIL, *continued*

Duty free entry of aircraft for crop-spraying

A DRAFT LAW which is under consideration by the Brazilian National Congress provides for exemption from import duty and Manufactured Goods Tax (IPM) on aircraft and their spares for agricultural crop-spraying for which there is no registered Brazilian similar.

British exporters may obtain an unofficial translation of the draft law from Tariff Section, Export Data Branch, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474 or 476).

MEXICO

Import licensing amendments

IMPORT INTO Mexico of the following goods has been made subject to licence until the dates indicated.

Tariff No	Description
Until October 25, 1971:	
08.01 A 001	Dried dates
29.27 A 012	Acetone cyanohydrine
Until October 25, 1973:	
84.44 B 003	Rolls of rolling mills of cast iron or steel, weighing over 3,500 kilos

British exporters requiring further information about these changes should specify the products in which they are interested and address their inquiries to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474 or 476).

PERU

Six months suspension of prohibition on imports of some vaccines

PERUVIAN DECREE Law No. 18443 suspends for six months, from October 24, the prohibition on the importation of the following vaccines:

Tariff No.	Description
30.02.0.02	Vaccines to prevent Chlorea in swine, infectious bronchitis in poultry and Newcastle disease

The importation of these vaccines will require a licence from the Ministry of Agriculture.

British exporters interested in this notice can obtain further information from Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474 or 476).

ECUADOR

Tariff rates on whisky and gin reduced

THE ECUADOREAN Government issued a decree on November 12, reducing the rates of duty on the following beverages:

Tariff No.	Description	Rate of Duty	
		Ad valorem	Sucres per (Specific kilo net)
154 a	Champagne	5%	60·00
157	Spirits of all kinds in any container:		
	(a) Obtained from wine (cognac)	5%	50·00
	(b) Obtained from grape-marc (pisco)	5%	50·00
	(c) Obtained from sugar cane (rum)	5%	50·00
	(d) Obtained from agave (tequila)	5%	50·00
	(e) Whisky	5%	45·00
	(f) Geneva	5%	50·00
	(g) Vodka	5%	55·00
	(h) Other	5%	55·00

British exporters interested in this notice can obtain further information from Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU Tel. (01-248 5757, Ext. 474 or 476).

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THE METAL PERFORATORS J. & F. POOL LTD. invite perforating inquiries from industry.—J. & F. Pool Ltd., Hayle, Cornwall. Tel. Hayle 3571 (6 lines). Telex 45286.

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CANADA

Customs tariff

THE CANADIAN Government have issued Order in Council PC 1970-1893 dated October 29, under which the following tariff items have been retained for further periods.

18740-1	38260-1	44556-1	61820-1
26520-1	41007-1	44558-1	69626-1
27215-1	41440-1	44567-1	86000-1
28225-1	42777-1	44568-1	92904-6
31410-1	42840-1	44570-1	92935-4
35312-1	42845-1	44661-1	93205-4
35905-1	43887-1	50071-1	93819-14
38208-1	43890-1	54220-1	93902-5
38225-1	43891-1	56140-1	93909-83
38240-1	44505-1	56145-1	93907-2

Order in Council 1970-1894 dated October 29, revokes PC 1970-102 of January 21 in so far as it applies to Tariff Item 43883-1, and lists the following additions to the Customs Tariff:

Tariff Item	Description	British Preferential Tariff	Most Favoured Nation Tariff	General Tariff
19760-1	Twisting kraft paper, twenty pound basis, in rolls, for use in the manufacture of stockinette for the packing house trade (Expires Oct. 31, 1971)	Free	Free	25%
42875-1	Gasoline internal combustion, water-cooled engines, of types or sizes not made in Canada, for use in the manufacture of portable air compressors and transit concrete mixers (Expires October 31, 1971)	Free	Free	30%
43883-1	Steel spring strip, annealed, not less than 0·147 inch nor more than 0·155 inch in thickness, with tolerance not to exceed 0·001 inch, one and thirteen-sixteenths inches in width, for use in the manufacture of shaft locks for motor vehicles (Expires June 30, 1971)	Free	Free	25%
44572-1	Burnt-out or used television picture tubes, commonly referred to as 'duds,' for remanufacturing in Canada (Expires October 31, 1971)	Free	Free	25%
56155-1	Yarns, wholly of viscose rayon filaments, for use if the manufacture of pocketing fabrics woven on dobby looms and, per pound (Expires October 31, 1971)	Free	Free	35% 20 cts.
86200-1	Fluorodizing agents for use in producing water, oil or soil resistant finishes on textiles or leather (Expires October 31, 1971)	Free	Free	25%
93907-3	Moulded shapes of polyurethane for use in the manufacture of ski boots (Expires October 31, 1971)	Free	Free	30%

Firms requiring further information should contact Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Exts. 455, 456 and 457).

UNITED STATES

Tariff Commission report on TSUS 806.30 and 807.00

THE UNITED STATES Tariff Commission has published its report of the results of an investigation of the economic factors affecting the use of items 806.30 and 807.00 of the tariff.

These items allow concessions on the import duty for articles of United States manufacture which are assembled or processed abroad. Notices relating to this investigation were published in the *Board of Trade Journal* of September 17 and November 26, 1969.

The growing volume of imports under these items has occasioned serious expressions of concern by United States labour groups that the duty allowance on the United States materials contained in the imports may have encouraged a shift of productive facilities from

(*Continued on next page*)

INTERNATIONAL TRADE CENTRE UNCTAD/GATT

The International Trade Centre was established by the General Agreement on Tariffs and Trade (GATT) at the request of the developing countries. Since January, 1968, it has been jointly operated by the United Nations Conference on Trade and Development (UNCTAD) and the GATT. The Centre's aim is to assist the developing countries in their export trade by providing them with information on export markets and marketing and helping them to develop their export promotion services and to train the necessary personnel.

Further information about the Trade Centre and its work may be obtained from United Kingdom Liaison Officer, Miss E. P. M. Baggs, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2438).

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UNITED STATES, *continued*

the United States to foreign countries with lower wage rates, resulting in the exportation of United States job opportunities.

Based on information obtained in its investigation, the Tariff Commission concluded that for the bulk of the trade under items 806.30 and 807.00 the duty saving has seldom been the major factor in the decision to utilize foreign facilities.

In its report, the Commission estimated that repeal of items 806.30 and 807.00 would have an adverse effect on the United States balance of trade. On the one hand, exports of United States materials for use under the provisions based on 1969 trade, would be reduced by about $180 million to $250 million. The principal United States materials subject to substantial displacement would be those contained in the imports of wearing apparel, various electronic products, certain components of transportation equipment, toys and dolls, and certain non-ferrous metal products.

On the other hand, United States imports would be reduced by a smaller amount, probably not more than $30 million to $50 million. The imports that would be curtailed or stopped, largely those entering under item 806.30, would consist chiefly of aluminium foil, wrought titanium, copper pipe and tube, wire cloth, railroad rolling stock, and refractory metals. Thus the net effect of repeal would be a $150 million to $200 million deterioration in the United States balance of trade.

The Commission estimated that foreign assembly and processing operations utilizing these provisions now provide employment for about 121,000 workers in foreign countries. Only a small portion of these jobs would be returned to the United States if items 806.30 and 807.00 were repealed.

Copies of the report (TC Pub 339) may be obtained on request (as long as the limited supply lasts) from the Secretary, United States Tariff Commission, 8th & E Streets, N.W., Washington, DC 20436.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3365).

Transportation of hazardous material—acrolein inhibited

THE UNITED STATES Hazardous Materials Regulations Board is considering amending the existing regulations to authorize the transportation of acrolein (inhibited) in (i) Class 150A*** W Tank cars having minimum test pressure of 300 p.s.i., and stencilled 150A 200 W; (ii) Specifications 4B240, 4BA240 and 4BW240 welded steel cylinders; and (iii) Specifications 51 steel portable tanks.

Interested persons are invited to comment before December 1, 1970, and further details may be obtained from the Commercial Relations and Exports Department, the Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2404) (Ref. FR27.10.70).

ANTIGUA

Import licensing arrangements

THE DEPARTMENT of Trade and Industry has received a copy of an Order which prohibits the importation into Antigua of recapped and reconditioned tyres for motor vehicles without a specific import licence, except when imported from the following territories: Barbados, Dominica, Grenada, Guyana, Jamaica, Montserrat, Saint Christopher-Nevis-Anguilla, Saint Lucia, Saint Vincent, Trinidad and Tobago.

Inquiries about the above notice should be addressed to the Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

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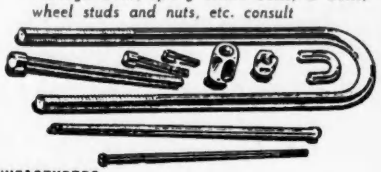

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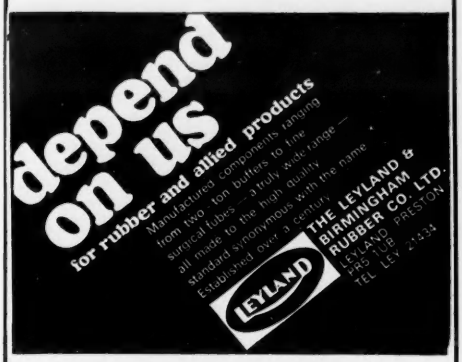
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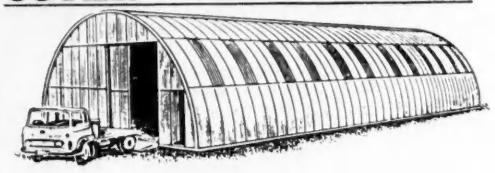

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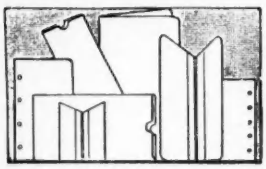

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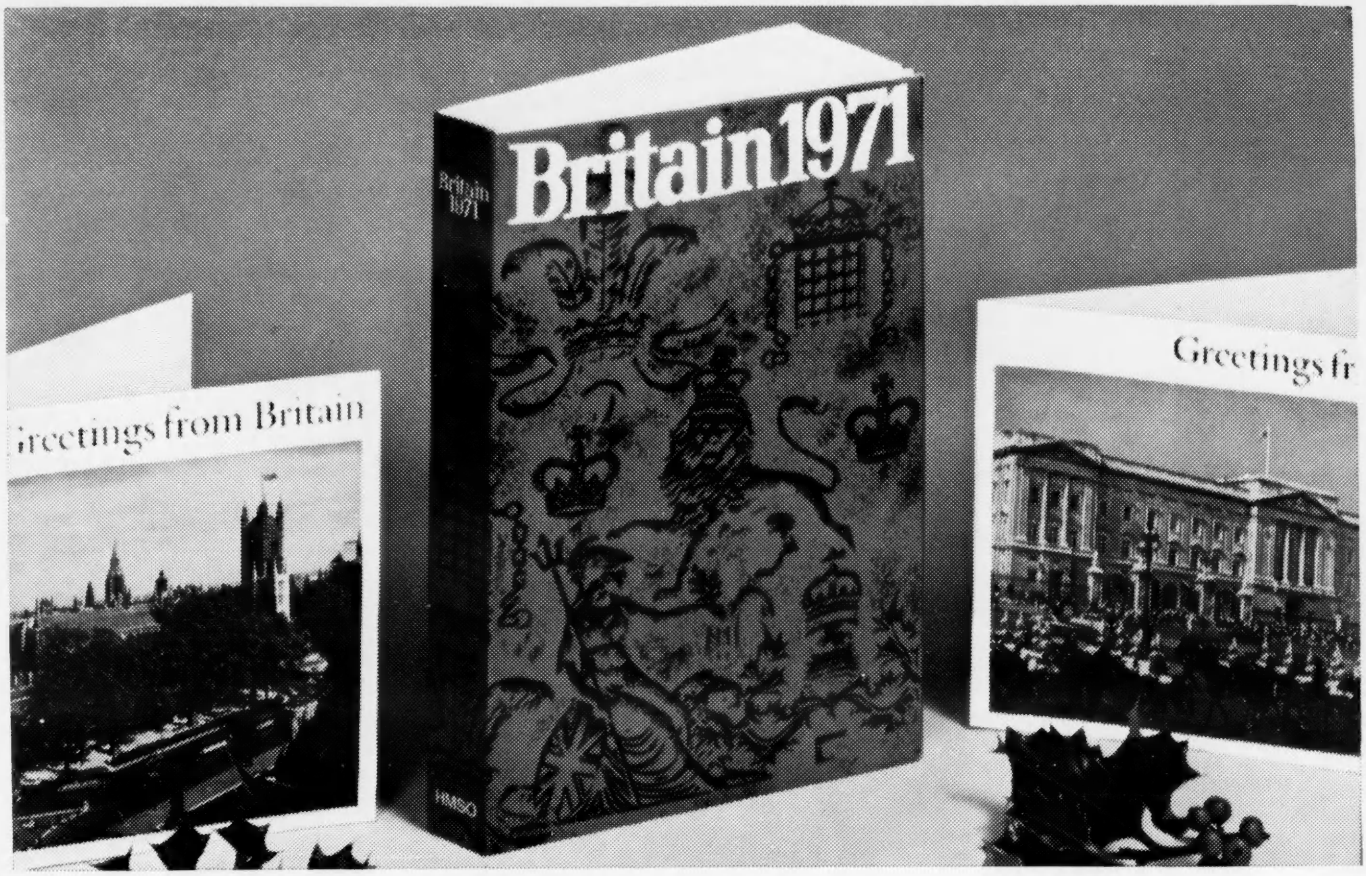

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